April-Blackwood Into 3-Pronged Offensive

NEW YORK — Neil Anderson, who took over as vice-president of April/Blackwood last June, is now steering his publishing firm into the "new" music business.

It's Anderson's theory that a music publisher can no longer operate safely in the area of acquiring songs and shooting for a recording showcase. There are three areas of operation today, says Anderson, and the nature of the modern music business is such that it demands a publisher's total participation in all. The three areas, according to Anderson, are the acquisition of staff writers, efforts in fields such as Broadway scores and movie songs and formation of a production outlet with self-contained artists who can write, perform and produce their own records. A production company, says Anderson, "is an absolute necessity for a modern publishing operation because getting too difficult to bring songs to a record company since so many artists have their own sources for material. Anderson recently set up Daylight Productions to expend his publishing firm's recording needs. It's paid off already with the slick of "Storybook Children" on Atlantic Records. The disk, performed by Billy Vera and Judy Clay, was produced (Continued on page 12)

Producers Offer Pkg. to Lure Mfr.

BY CLAUDE HALL

NEW YORK — The trend in the independent record production field packaging is growing. Today many producers offer the record companies such extra frills as photography, art work and album cover design, promotion and publicity, as well as the artist and the master. Wes Farrell, who produces Every Mother's Son, the Good & Plenty, and the Beacon St. Uppers, and others, has spent up to $20,000 developing such a "package" before approaching a record company.

Bringing in an artist or a group to a label in a total form gives (Continued on page 10)

Jazz Punch Gives Pop New Wallop

By ELIOT TIEGEL

Jazz punch is moving into the pop scene. And, concurrently, top and hippie groups are using jazz techniques in building, what many consider to be, a new form of jazz.

The jazz field's two-up working band leaders, Count Basie and Duke Ellington, are now performing with pop vocalists. Basie has recorded with Jackie Wilson (Brunswick) and the Mills Brothers (Dot), and Ellington has recently recorded with Frank Sinatra (Reprise).

Basie's first single with Wilson, "Up Tight," is already winning air play on rhythm and blues stations. The album is due later this spring.

Although Basie's arrangements of the old Stevie Wonder hit offer the commercial insurance of a strong guitar sound, the band's familiar precision section work is very much in evidence.

Basie's band is probably reaching more young people than any time in the past 10 years because of his work on the single with Jackie Wilson. His just released album with the Mills Brothers is providing (Continued on page 10)

Singleton on a Spree; Buys Pub Firms From Mercury

NASHVILLE—Shelby Singleton has acquired several publishing firms—Raleigh, Fingertale and Brookville (BMI), and Prize Music (ASCAP)—from Mercury Records Corp.

The various firms contain more than 2,000 copyrights dating back through 1948. This includes the Dave Driyer catalog purchased in 1964. Songs include "Such a Night," recorded by more than 20 artists such as Elvis Presley, Johnny Ray and Dinah Washington; "Got You on My Mind," recorded by 18 artists, and "Am I That Easy To Forget," recorded by more than 30 artists ranging from Patti Page and Teresa Brewer to Little Esther Phillips and Ernest Tubbs. (Continued on page 12)

AFM Attacks Shady Mgrs.

LOS ANGELES—The American Federation of Musicians, Local 47, is declaring war on unscrupulous managers who have been taking advantage of young rock 'n' roll musicians. "Musicians are being victimized by managers who practice (Continued on page 12)
What are all these Victor artists doing together?

Maxine Brown, formerly one of The Browns, making her debut as a single artist. "UNDER THE INFLUENCE OF LOVE" c/w "Never Love Again" Chart Records #59-1024

Norma Jean following up her hit "Heaven Help the Working Girl": "TRUCK DRIVING WOMAN" c/w "Supper Time" #9466

What are all these Victor artists doing together?

doing great!

Stone Country—a West Coast rock group—appearing at the Ice House, performing:
"LOVE PSALM" c/w "Magnolias" #9472

Sergio Franchi coming on in his driving upper register.
"TIME ALONE WILL TELL" c/w "I'm a Fool to Want You" #9471

Beverly Ann is swinging for today as only a teeny-bopper can.
"YOU'VE GOT YOUR MIND ON OTHER THINGS" c/w "Until You" #9468

Vernon Oxford singing with his true down-home country style.
"THIS WOMAN IS MINE" c/w "Touch of God's Hands" #9467

* Manufactured and distributed by RCA
Folkways Goes Mod In Cover, Marketing

NEW YORK — Folkways Records' new promotional image is its look and outlook. The authentic folk, international and educational music label has taken the opportunity to redesign its cover art and is now placing greater emphasis on consumer mass merchandising.

Key to the sweeping remapping is a new $4750 of its new product line. The new look is being displayed in billboards, though remaining at $5.79 as was Folkways' entire product line unchanging. The company is also holding the price on its catalog masters.

Along with the price drop, Folkways will focus on new advertising, new direct mail and board campaigns aimed at mass marketing. Included are in-store displays, new singles and the release of singles.

"We undertook our new emphasis,' said Folkways' Robin McBride, "and we found that the windows were the key. Our first release, "This Land Is Your Land," by Woody Guthrie, became one of the year's (1967) biggest sellers for us within two months. From now on, we're going to be moving with the deal- ers, and we are building up our "library's collection." Folkways' cover art and price representation is the company's expanding range of music which adds up to a total of 40 records. Folkways is looking toward consumer market, specifically the merchandising.

In implementing its aim, the company's Records & Sound magazine, has formed a traded sales division to exclusively promote Folkways products.

In a related move, Folkways is opening new distribution outlets. Already added are Big State in Dallas, All South in New Orleans, State Prints in Cleveland and the Baltimore-Washington region. First of the new promotions is a 25% additional in the fall.

PINCUS GETS 2 POPP SONGS

NEW YORK — Publisher George Pinacus has acquired the American and Canadian rights to two new songs written by Arthur Pinacus, the brother of "Love Is Blue," the top tune on the Hit Parade from the Folk专辑 recording on Phillips. Pinacus negotiated the deal on his own, and has signed with Record LPs in Canada, and San Remo. The tunes are "Dawn of Love" and "Love Is Blue," and will be published in France by Editions Bagallette, and "Maria," to be published in the U.S. by Ediciones Musicales Iglesio.

In the U. S. the tunes are in Process of being recorded on Folkways disks will be forthcoming shortly.

The American lyrics to "Maria," "Dawn of Love" and "Love Is Blue" are being written by Earl Shuman and Dick Ahlert respectively.

600 Spoken Word Records Bow McGraw-Hill Library

By FRED KIRBY

NEW YORK — The McGraw-Hill Library, which was ready to roll with more than 600 spoken word records, has signed a new release by recording new material on Folkways. The library is in process of acquiring a new label, which already has taken title from Allen Klein, a broker and company in the company.

The McGraw-Hill Library, which the Morgan Guaranty Trust Co. of New York, is responsible for the acquisition of Chappell & Co. in the U.S. and Chappell & Co. in London, is in talks for the purchase of both Chappell companies for $60 million but negotiations were terminated last week.

In other business Chappell said that everything is now in line and everyone is hustling.

* * *

Ishmael Sets Up Foreign Outlets

LOS ANGELES — Ishmael Music (BMI), publishing arm of White Whale Records, will release its catalogue in Russia, France, Belgium, RCA - Espanola, Espana, Spain and Portugal, and Musique Ligne in Canada. The initial White Whale-Ishmael product to be released under the Ishmael label will be "A Silkroad Tapestry," by the Turbines.

Pacific Ocean Song

LOS ANGELES — Joe Leedy, Maxine and Ian Gottfried have formed Pacific Ocean Songs, an independent music publishing-artist management company. Initial acts signed by the new firm are the American Brass Company and the Beautiful People.

MARCH 2, 1968, BILLBOARD

Executive Turntable

Marty Hoffman, former New York publicity director of Mercury Records, has been named director of creative services for United Artists. He will be responsible for all label publicity, trade advertising, and the distribution of the promotion. Filling Hoffman's position at Mercury will be Bob Bolson. Bolson will report to John Sippel, Mercury's public relations manager in Chicago. Bolson comes to Mercury from Michael Goldstein Public Relations, where he was an account executive.

Frank Rand has been named promotion manager, Midwest Region, for Dot Records. He will report to Bruce Hinton, sales and promotion manager of Date, Ode and Immediate Records and will be responsible for promoting product of the three labels. He will also be responsible for promoting product in the Midwest. In addition, he will also be responsible for promoting product in the Midwest.

Columbia, Folkways and Dot Records, Inc., who is now chairman of the board and chief executive officer of the Columbia company, Edward Leatham, Jr., who recently purchased the Columbia outlet, will head the firm in July, 1962 as director of sales. That October, he will be made vice-president. He is now responsible for advertising and public relations manager of John Inglis Co., after having been an executive with Addison's Ltd., former distributors of Columbia Records in Canada.

G. Edward Leatham has been elected president of Capitol Records, Ltd., of Canada, succeeding Lloyd W. Kenneth, after international vice-president of Dot Records, Inc., who is now chairman of the board and chief executive officer of the Canadian company. Leatham, who is currently in charge of the Canadian outlet, joined the firm in July, 1962 as director of sales. That October, he will be made vice-president. He is now responsible for advertising and public relations manager of John Inglis Co., after having been an executive with Addison's Ltd., former distributors of Columbia Records in Canada.

Billy Sherrill has been named executive a&r producer for Columbia and Epic country product. Sherrill will be responsible for Jack Gold, vice-president of a&r for Columbia, and to David Kapralik, vice-president of a&r for Epic Records. Sherrill was previously in the management of the Columbia label but has moved to Columbia in March, 1967. Before joining Columbia, Sherrill was an independent producer in Nashville for years.

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Irv Biegl has been promoted to vice-president and director of sales for Bell Records. Biegl, who joined Bell more than a year ago, has been the firm's sales manager.

Irwin Rawitz has been appointed director of national promotion and publicity for MCA Records. Rawitz, who will supervise releases to trade and consumer magazines, will have personal appearances of the label's artists, and work with Bob Scebo, MCA's international director, on releases and publicity for artists. Rawitz, who has been promoted to national director of sales and distribution for Dot Records, has been promoted to national sales manager.

Frank Calamita has been appointed executive assistant to Harvey Whitman, president and chief operating officer of CBS International. Calamita will be director of promotion and merchandising at CBS International since January 1966. He will continue to direct the promotion, merchandising and sales programs of CBS International and its Latin-American and classical products, and artists and repertoire functions. He will be responsible for merchandising for CBS International in Latin America and its Latin-American and classical products, and artists and repertoire functions. He will be responsible for merchandising for CBS International in Latin America and its Latin-American and classical products, and artists and repertoire functions. He will be responsible for merchandising for CBS International in Latin America and its Latin-American and classical products, and artists and repertoire functions.
NARM Parley: Fete Nightly

NEW YORK — During each evening of the upcoming 10th Anniversary NARM convention, March 2-4, one of the noted diplomat, Hollywood Fla., a different record manufacturer will host a dinner party for the entire registration. RCA Records will be host Sunday evening, featuring Harry Belafonte and his show; Motown will host the Monday (18) evening, featuring the Temptations, Martha Reeves and the Vandellas and Little Stevie Wonder,谷s; the host of the Tuesday (19) dinner, will feature, with special evening with Bobbie Gen-ry, Glen Campbell and Buck Owens; and CBS' dinner will be the Wednesday night (20) din-
er, featuring Johnny Mathis, Anita Bryant and the Electric Flag.

On Thursday evening (21) NARM will host by annual NARM banquet, with William B. Williams of WNEW, New York, master of ceremo-

Singing at the banquet will be the Cowills (MGM), Lotta (epic) and Jack Jones (RCA). A special grand prize drawing will be held, for a de luxe trip for two people to any point in the United States includes first-class air fare, de lux hotel accommodations and all expenses for one week.

Eleven hundred industry members, including invited guests will be in attendance at the banquet.

MYSTERY SHOPPER REPORT: RIGHT NEEDLE’S THE TRICK TO GETTING BETTER SOUND

Billboard’s “Mystery Shopper Cash Award Contest” is designed to aid the consumer of monaural product in making the transition to stereo. Billboards’ correspondence across the country will explore what is being done on the retail level to convert the monaural consumer at the record industry shifts its focus to stereo. Reports will be judged by Billboard’s editors as to the most impressive effort by retail personnel to help the consumer. Winners will receive a $25 cash award and will be notified directly by Billboard.

Lee Levin
Lowe’s Discount Records
Cleveland, Ill.

Billboard’s mystery shopper bought a copy of Aretha Franklin’s “Lady Soul” at Lowe’s Michigan Avenue store and learned from Mrs. Lee Levin that Lowe’s had no monaural version of the album available.

When informed that the customer had an “older” monaural phonograph, Mrs. Levin asked: “How old is your player?” The answer was “approximately six years.” She replied: “Well, get a stereo needle. You won’t hear stereo, but you will hear a good sound, and it won’t damage the record.”

The customer was told to bring in his old needle and have it replaced with a stereo needle. “Everybody is doing this now,” said Mrs. Levin.

Mary Antoncicica
E. J. Kovette Store
Staten Island, N. Y.

“I’m worried about your needle on your monaural record player. It needs an added ‘needle’ for stereo needle,” said Mrs. Antoncicica.

“Don’t worry, it isn’t very expensive. But all record players made in the past several years can play a stereo record without hesitation.”

Though the store was crowded, Mrs. Antoncicica explained the details to the mystery shopper, confused by the lack of monaural records on the shelves and the monaural-stereo dilemma. “We still have a few monaural records,” she said, “but monaural prices will soon be as same as stereo. Eventually, there won’t be many monaural rec-
doms made at all.”

She advised the customer to go ahead and buy stereo records since he would probably purchase a stereo player in the future. Meanwhile, she added, the monaural player wouldn’t hurt the stereo records.

Diane Glenn
Bill Ramey Record Dept.
Winter Park, Fla.

Said Miss Glenn: “You have nothing to worry about in attempting to play stereo records on your old phonograph—if you use the right need-
e. We have a special right needle right now which will pick up almost all the stereo sound from the two tracks.”

For further information contact your local record retailer’s Bob Latimer that he might be able to help you. He also said that he already has the right needle. Miss Glenn added that the record department would soon stock a special needle to insert into monaural records. “You need a lightweight playing arm of course, but most of the newer phonographs already have them, with the right cartridge to handle the stereo sound.”

Industry Brass To See Cosby TV Screening

LOS ANGELES — Warner Bros. Records will screen Bill Cosby’s television special, “An Evening with the Cosby,” a comedy LP release and a concert tour.

The TV show will be screened Saturday (2) in Chicago, Bos-
ron and Cleveland (Saturday 9) and New York (Saturday 16 in Seattle, Los Angeles and De-

Miss Glenn also lends her voice, with families of disk jockeys, distributors and retail-
erns to the photo showing (at rented theaters). The TV show airs March 15.


The artist begins a 10-city concert tour of this summer, buying 30-second and one-minute

NARRATIVE: Peter Pan Signings

NEW YORK — Peter Pan Records, a subsidiary of Ambas-
ador, has signed “Korper” Plastics, an international television children’s show to a four-year, single-album contract.

The label also signed the “Capt. Kangaroo” show for its first album, a seven-year contract.

MARCH 2, 1966, BILLBOARD
Robert Goulet: A personal triumph in "The Happy Time."

"The Happy Time" is a hit single for Robert Goulet.

Robert Goulet is again King of Broadway. Clive Barnes of the N.Y. Times calls him "superlative...surely one of the finest voices to be on our musical comedy stage for years."

And W/CBS-TV said, "Robert Goulet is moving, real and strong, and has probably the best stage voice of the last 20 years."

Now we have Goulet's definitive version of the two songs the audience came out humming after the show's premiere. "The Happy Time" c/w "I Don't Remember You." (4-44466)

And here are two of his hit albums:

Any way you look at it, Robert Goulet's a hit on COLUMBIA RECORDS.
Block Bookers Blockbuster Meet

CHARLOTTE, N. C.—From a campus concert in 1963, the Block Booking Conference has emerged nationally into a "talent exchange" for over 400 agents, students and faculty members eager to book jointly the best acts at savings.

This year's conference, held at the White House Inn, featured exhibits, seminars and a nightly talent showcase with name entertainment including Bobby Vinton, Tommy James and the Shondells, Mitch Ryder and the Planters. The keynote speaker for the sixth annual conference was Dick Clark.

During the day, agencies listed their talents of interest to students, advising them on the advantages of the block booking. Participants also attended open panel discussions on concert promotions, contract negotiations, the coffee house circuit and the possibility of a national organization.

Dave Phillips, conference coordinator, invited film and art industry representatives as well as local, regional, and national agents and managers. This year's conference also included lecture bureaus and drama troupes, broadening the scope of campus attractions.

Phillips brings top talent to lower individual costs to schools in proximity to one another that purchase the same act. This co-ordinating of talent saves the artists time and travel expenses, enabling them to offer their services at a savings.

Represented were: Alkaline Attractions, American Program Bureau, American Theatre Productions, America's Best Attractions, Arnold Agency, Ashley Famoso, Associated Booking Audio Film Center, Bowman Productions, Capital Productions, the Cambridge Arts Ensembles, C.I.E. Williams Films, Client Management and Dick Clark Touring Management.


MIKE MARTINEAU, of Premier Talent Associates, New York, tells students and faculty members at the Block Booking Conference about his agency's talent and their availability for campus dates.

Rock, Classical Combining In Concerts for Teen-Agers

NEW YORK — The Elephant's Memory, a rock group, will open the American Symphony on Thursday (29) in the first two of 12 free teen concerts in cooperation with students.

The concerts will be conducted by the orchestra's associate conductor, Joseph Eger, who discovered the group. The Elephant's Memory will appear with the orchestra in "Brahms With A Beat," which will combine the first movement of Brahms' "Symphony No. 4." and "Secret Saucy Thoughts of Susy," a rock number developed around that symphony's main theme.

Members of the group also will appear at the benefit performance of Iver "Symphony No. 1," presented by the New York City Skyline's "Pictures at an Exhibition." Lighting and dance effects are provided by the recording artists who are sponsored by the Samuel Rubin Foundation, will be repeated at the last concert of the series (Tuesday), (5), 12, 15 and 19.

Chancellor Pitch on Radio

LOS ANGELES — Newly reactivated Chancellor Records will emphasize local promotions and will sign Bob Marcucci, label president.

The emphasis on grass roots appears to be a throwback to a pattern established by Marcucci during Chancellor's halcyon days from 1957-1963 when he built Frankie Avalon and Fabian into top record names.

Marcucci, who has been away from record ownership for the past four years, is looking for a "low" sound for his label, but he feels strongly that his company has to return to the pattern of promoting acts in markets of 250,000.

The new Chancellor label has secured 30 distributors, 50 per cent of whom are hands-down old rock & roll company.

Schaefer Brews Up Contest

NEW YORK — A talent search launched by the F. and M. Brewing Co. will select 10 new soloists for groups to record for Schaefer radio, The Schaefer Talent Hunt, press release.

Presser's Pub Shifts Policy

NEW YORK Theodore Presser announced that as of April 1, 1968, it will mail full manuscripts of works for publication from its own catalog and the catalogs of the companies for whom it acts as agent.

The retail store facilities, located at Bryn Mawr, Pa., will be discontinued, with all exchange of music by mail. An increasing number of catalogs for whom it acts as agent.


The move also includes a reduction in its retail store facilities, located at Bryn Mawr, Pa., will be discontinued, with all exchange of music by mail. An increasing number of catalogs for whom it acts as agent.

White Whale Seeks to Spout Anew With Drive for Artists

LOS ANGELES — White Whale Records, successful with the Turtles, is looking to expand its stable of acts.

White Whale owners, Feigin and Lee Lassell, expect to listar two new acts this year. Nino Tempo and April Spring, a hard rock showcase with the label, and Lassell would like to bring in Tommy James and the Shondells singers during their engagement at the Sands Hotel in Las Vegas.

From Feigin and Lassell, expect much of their time to international sales and promotional activity on the Turtles.

As part of the company's promotion on the group, it is distributing a 16mm film showing the Turtles singing "Sound Asleep," a single to be released during an 18-city concert tour.

White Whale also set up a four-country, 18-day European promotional tour for the group, which has stopped in Italy, France, Germany and England. "After two and a half years in business," says Lassell, "we're looking toward Europe and British Decca, our worldwide distributor, to expand our sales and promote product on the specific acts to the countries we travel to".

Lassell recently strengthened his domestic presence by adding a promotional director. Additional sales and merchandising personnel are on the way.

White Whale is affiliated with General Recorded Tape (4 and 8-track and reel-to-reel), Ampex (cassette), Muntz Stereo-Pak (4-track), RCA (8-track) and TTC (4 and 8-track).
"IT'S A HAPPENING WORLD"
pat boone
"LOLLY"
billy vaughn

the whole world is happening... and dot's got it!

DOT RECORDS
The films, generally running the length of the artist's single, are being promoted on national network programs and television disk jockey shows in 25 markets, according to Michael Joyce, general manager of Records-On-Film Corp., a company which produces films exclusively for record companies and distributes all films free of charge.

Some of the TV shows which carry a significant part of their time to films are "The Hy Litt Show" on WKST-TV, Philadelphia; "Swingin' Time," with Robin Seymour (CKLW-TV) in Detroit; "The Jerry Blavat Show" (WFIL-TV), Philadelphia; "Wing Ding," with Scott Wallace (WDCA-TV), Washington; the "Kerby Scott Show" on WBAL-TV, Baltimore, and the "Brad Davis Show" on WTIC-TV, Hartford. In addition, Joey Bishop, Mike Douglas and Ed Sullivan are including these short films in conjunction with the artists' live appearances.

One of the films' main benefits is that they are not a one-shot deal. Joyce, who produces these films with a three-man crew in generally two days, chooses locales and scripts which allow repetition with minimal effort, and which can be used again for 25 or more times. And stations which couldn't afford talent are grouping films together. The recording artist can't appear everywhere, but his films can.

An added area of exposure for the recording artist and a strong weapon for the deejay is the record hop. As the number of club and radio programs, particularly those aimed at the college market, continue for the deejay record hops. "Deejays are now taking producers along with them," reports Epic Records' Fred Frank, "to hold their audience. Because of the diversity of talent they can supply and because the films also counter the club's use of psychedelic lighting, deejays are eager to obtain the movies." 

In addition to shorts, videos, too, are seeking films as major sales tools. By simply showing a 16mm, movie in less than three minutes, the potential buyer, be he a record label or a club owner, can see exactly what he is considering to purchase. With the use of videotape, MGM Records has set up an operation to capture the auditions of new groups in order to inform its own executives of the group and to introduce the group to booking agents and to the general public via television (Billboard, Feb. 17).

"Satisfactory recording techniques," Joyce said, "make it difficult for the artists to sing their hit singles on television as well as when they were recorded in the studio. Network shows want the performer to be present and films allow them to sing their hit on film and then do something more relaxing in person. "Besides," Joyce continued, "few people know that the performers are being asked to record on video tape prior to the taping of the entire show and they don't want the songs mined. The films, recorded on location, also serve as a conversation piece for the host." 

Distribution, coupled with extra services, has been the key to Record-On-Film's success. "The film's promotion is more important than its production," Joyce said, "Many companies produce films only. Record labels have had film produced in the past and then didn't know what to do with them. The trick is in establishing close promotional ties with the television deejays. The films are an added bonus for them in their formats." Records-On-Film, to promote the film concept of promotion, will not only distribute its product free of charge, but will furnish the record company's film product, regardless of who produced it. As another free service, the company will re-synchronize and edit foreign-made films (mostly English) for use in foreign markets and will adjust these films for the proper audio level. "We are doing this to demonstrate the impact the films can achieve for the record label," Joyce said.

Video tape recording had been attempted by several record companies before Joyce, said, but none had been successful. "It's too expensive to duplicate video tape, he explained, and it is inherently limited because only a few copies can be made from each master. Color film production has already plummeted from $1,000 to an average of $2,000.

The next evolutionary step for record companies will be to reduce the size of the films to film, from its original 16mm, and duplicate them for mass marketing. As labels turn to video exposure, cost of production is already steadily dropping. And with mass market exposure assured, Joyce predicts the cost to consumers will approach that of a record.

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Super K Bus Talent Hunt

NEW YORK — Armed with a bus, Super K Productions has launched a reeling studio in London to sign new talent, and has "hit" on the tapes. Hy Gold, professional director of Carlitos Music, the music publishing wing of Super K, made his first trip searching for young talents, hitting both Columbia and Dayton in Ohio. The studio bus is also used by the company to see new artists, as yet unnamed.

The bus is equipped with a 4mm camera, a 16mm camera, and four mike's. The studio is soundproofed. Gold said that he said that he planned to get a five-member group into the studio, which is situated in the rear of the bus and has its own door. Two part of the bus is equipped with bunks and seats and the bus is used on weekends for engagements by the Music Explosion, a group that Super K produces along with the 1910 Fruitgum Company and the Carnaby Street Band. The new group in the Super K set-up are Jeff Katz and Jerry Kasemer. Carlitos Music is presently represented by Hill & Range through in Europe, David Sullivan, who just had been signed to an exclusive writers contract with Kascot Music, will manage to get a five-member group into the studio, which is situated in the rear of the bus and has its own door. Two part of the bus is equipped with bunks and seats and the bus is used on weekends for engagements by the Music Explosion, a group that Super K produces along with the 1910 Fruitgum Company and the Carnaby Street Band. The new group in the Super K set-up are Jeff Katz and Jerry Kasemer. Carlitos Music is presently represented by Hill & Range through in Europe, David Sullivan, who just had been signed to an exclusive writers contract with Kascot Music.

Kapp Starts William Push

NEW YORK—Kapp Records has launched a Southwest promotion campaign for Roger Williams, including merchandising, radio, television, film and video, and radio contests.

A detailed promotion display contest will feature incentives for salesmen with awards for special achievements of the Williams catalog.

Radio stations have received a package, which includes a large display of the Roger Williams catalog, and local promotions are being developed in each city. A new artist will appear in concert.

Peak Earnings, Sales at Apex

CHICAGO — For the third quarter and nine months ended September 27, 1970, Columbia Records Corp. achieved record earnings and sales.

Sales for the nine months were $171,015,000, up 12 percent from the same period a year ago. Sales for the quarter were $57,905,000, up 13 percent from $50,115,000.

Third-quarter sales were $58,965,000, up from $55,216,000 a year ago. Net earnings were $10,723,000, up from $8,400,000 a year ago, compared with $2,555,000 (27 cents a share) last year.

Consolidated Elect. Declares Dividend

NEW YORK — Consolidated Electromedics Industries Corp. declared its regular quarterly dividend of 4 cents per share on its common stock payable on January 27, 1971 to shareholders of record on January 10, 1971.

The dividend will be paid April 3, 1971. It will be the 38th of record as of March 20, 1968.

Dot Sets Art Dept.

LOS ANGELES—Dot is setting up a new art department with Christopher Whorf named art director under Jack Levy, merchandising director. The new department will operate from Dot's Vine St. offices.

London Releases 2-LP Set Featuring Dr. C. Barnard

NEW YORK — London Records is releasing a 2-LP package featuring Dr. Christian Barnard, pioneer in the first human heart transplant surgery. The set is being issued in London, South Africa by Brigadier Records.

Barnard moderates a roundtable discussion on the surgery with the panel consisting of his collaborator in the transplant field. The recording is being marketed by British Decca, London's parent company. International rights were obtained through Gallo Records, British Decca's South African affiliate.

The album was produced by Albe Venter of Brigadier on the 32nd at the Capetown Medi- cal School, Proceeds from the sale of the album will go to the Barnard Fund for Surgical Research, which is being used to underwrite the establishment of complete transplant research facilities in Capetown.

Barnard's liner notes are included in the American release, which will have a full-color photo of the surgeon on the back. In addition to the professional and educational, and normal consumer markets, the package will be made available to selected manufacturer and serving the industry, offering to customers clients and business associations.

Vicky in the U.S. On a Promotion Tour

NEW YORK—Vicky, who recently signed with the Polydor label in Germany and the RCA label in Holland, here arrived in the U.S. Friday (23) from Hamburg for a 21-night tour. The first leg of her trip this week will take on a tour of the New Eng- land States.
"Cotton Candy Sandman"
#7172

A Sentient New Single Becomes A Foregone Chart Conclusion.
Produced By Lenny Waronker, Spectacularly Performed By

HARPERS BIZARRE
WARNER BROS. SEVEN ARTS RECORDS, INC.
Producers Offer Pkg. to Mfr.

* Continued from page 1

the record company executives a challenge to prove that they could pay them what he'd spent and, even more important, offered bonus promotion for the project. The result was Good & Plenty and ABC Records, the title of the project—"Baseball,"--for the group. He's also going to have the Bubble Gum Music Corporation, "Look at Me," for the group. He spent three months in the studio with the Bubble Gum Music Corporation, and "Look at Me" was cut so short only because "the group is a great group-in-person.

The project third project Farrell took was the 1967 release of the Beacon St. Union, a Boston group that he finally tracked down in New York. "The group was home base as an outside producer.

To strengthen Viva Records, Ed Silver, partner in Farrell Productions, is negotiating with various artists and companies. In addition, Silver has increased the firm's music publishing companies by adding Zapata Music (ASCAP) to Viva Music (BMI), Glo-Mac Music (BMI), Stone Gate (BMI), and Baby Monkeys (BMI), all in the Silver Farrell stable.

Garrett's plans are to roll the trend into Thirty Loops in March, and wants to give the Repri artistic "something new, perhaps a country slant." Gary Lewis and Gene Pitney are currently working in the studio for their forthcoming single, so Mercury, will cut their first album for Mercury under Garrett's supervision.

The company also established arrangements with Stu Phillips to provide background music and theme songs.

**Monument Plugs Acts on Overseas TV**

LOS ANGELES — A campaign to promote artists through overseas TV is underway by Monument Records.

A series of TV appearances by some of Monument's stage 7 artist, will kick off the exposure campaign with a series of TV dates in Germany, Holland and France.

Monument's licensees in Germany are to be featured on TV dates for Baker on Thursday (29) in Hamburg and between March 1 and March 7, and Blevens, the label's license in Holland, will be featured on March 2 to 9 appearance there, while Disques Barclay, licensee in France, programmed Baker on a radio program on March 19. Additional appearances are being negotiated in Italy, Switzerland, Sweden and Denmark.

Monument's licensees are issuing Baker's latest single, "Sunny," to tie in with the TV schedules.

**JazzPunch Gives Pop New Wallop**

* Continued from page 1

exposure on middle-of-the-road stations. And for Dot Records, which also has Basic interpreting "Dot's famous "12" is" a "Sensation," the Association has added a new dimension to its image.

**Provides Backing**

Duke Ellington's orchestra provided the foundation for Frank Sinatra's newest Reprise LP, "That's My Affair," which comes in May's arrangement. Although Ellington has been on the Reprise roster since 1960, he never collaborated with Sinatra on an album. This LP has been picking up pop and jazz radio airplay. For Sinatra, working with Ellington, and having previously cut a live performance in Las Vegas with the Basic band, the exposure from both projects has helped him form a firm group in the pop and jazz market.

The search for new identities among artists has resulted in fleshtail Paul Horn working with Indian musicians on the World Pacific label. And, Mel Torme, on an unsuccessful with the ABC label. Now, is also finding the youth ticket at Liberty Records.

Eudora Lopez, former leader of a blues nature, which has always been a prime requisite in the field, is appearing on albums in the sounds and styles of a number of the new groups. Lopez is a group that has taken a cue from the jazz field are Jefferson Airplane, Grateful Dead, The Doors, The Flaming Lips, Bloomfield Blues Band, Clear Light, Mothers of Invention, and Steelywood.

**Studied by Hippie**

Among the musicians studied by the hippies are John Coltrane, Jimmy Giuffre, Chick Corea, Charles Lloyd, Charlie Mingus, Archie Shepp, Elvin Jones, Tony Williams, Pharoah Sanders, Cecil Taylor and John Hend. The emphasis, however, is on the young.

The influence of the avant-garde jazzmen on the new musicians is helping build a new form of music which is combining the experimental edge chored improvisation with a strong lyrical melodic line. And of great importance, this is the kind of material young people are supporting.

**'Pepper' NARAS Bid**

NEW YORK—"'Pepper's Lonely Hearts Club Band," by Leiber and Stoller, produced by George Martin, is one of the Grammy Awards nominations for Best Contemporary Album. It was inadvertent The new week, the last week of Grammy Award nominations of the National Academy of Recording Arts and Sciences. Kelly Gordon produced "Ode to Billie Joe" also produced by Mfertney Census on Capitol Records.

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**Tifton Expanding Its 'Party' LP's**

NEW YORK — Tifton International, a division of Ambassador Wax, is expanding its "Recorded in Tifton" series. The 14 albums in the series are being marketed under the slogan "Live at a Greek Party." "At an Italian Party," "At a Party," etc. The expansion will involve inclusion of ethnic groups. The albums retail at $2.49, and, according to Martin Rabin, Ambassador president, are being purchased by schools and libraries as being representative of authentic ethnic music.

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**Rifi in a Pact With Jay-Gee**

NEW YORK—Jay-Gee Rec- cord Co. has signed with Rifi Records of Milan for the latter to handle Rifi's entire recording output in the United States. Negotiations were completed with Elliot Blake, di- rector of marketing for Jazz Records, representing Jay-Gee and Rifi. Elliot Blake is the general manager and production director, represented Rifi.

Steve Blake, Jay-Gee presi- dent, says that the agreement is in the company's interest, will be 'a real plus for the company.' Blake has set a marketing campaign on the al- bums of Rusty Warren, who leads the "Bud Gentry comedy cata- logue."

---

**Steve's Forms Justingmt.**

NEW YORK—Warren Ste- ves has left Shaw Artists Corp. to form his own agency, Justin Management, which he will operate at 39 West 55 Street here. Artists signed to Justin include Al Hirt, Ray Bryant, Kenny Burrell, Jerome Richardson, and Quintette Tres Sintes.

Justin is completing details for an Autumn tour for Hirt, and also is negotiating for acts to appear at the Festival of Jazz, to be held for June 12-16 in Lausanne, Switzer- land. Before joining Shaw, where he headed the jazz department, Stevens was as- sociated with John Levy's man- agement enterprises.

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**Plato Label Formed**

MILTON, W.Va . — Plato Records, a new label, will be newly formed by Wayne and Robert Ullom. The label's first release will be "Minds, a rock group, will be issued in March. The group was run- ning last year on a "Dimes Band of the Bands" held held by WBOY in Huntington, W.Va. Plato quarters here are at 1024 Mason Street.

---

**ASCAP Meeting Set**

NEW YORK—ASCAP's semiannual corporate mem- bership meeting will be held on Wednesday (28) at the Ambass- ador Hotel in Los Angeles.
February 14, 1968, the Jimi Hendrix Experience experienced the sound of Sunn. They now use Sunn amplifiers and sound systems exclusively.

ever felt the sound of the Jimi Hendrix Experience?
April-Blackwood in Big Drive

Continued from page 1

for Daylight Productions by Chip Taylor and Ted Darrow.

Gurian Signs

Also in line with the development of Daylight Productions is the signing of Margo Gurian, a writer-singer. Daylight, close to closing a deal for Miss Gurian's product with a top label, John Hill, a Daylight Productions' staffer, will be producing Miss Gurian's disks.

Anderson is also continuing to build up his staff of writers. He recently signed Bobby Weinstein, a collaborator with Teddy Randazzo on "Goin' Out Of My Head," Mickey Leonard and Herb Martin, who will work on show scores as well as pop material, Billy Vera, of the aforementioned "Storybook Children," and Miss Gurian, writer of the Spanky & Our Gang hit, "Sugar Moron." Also in the writer's stable are Lou Stallman and Al Gorganzi.

Anderson also believes that it's not enough for today's competitive publisher to come up with the right song. He feels that the publisher must back up the song and the record with the right promotion.

Continued from page 3

LARRY KURZON, of the William Morris Agency's New York Music Department staff, is being transferred to London March 1, where his assignment will be to build a strong youth music base. Kurzon has been with the agency five years... Julian Cohen has been named national sales manager for Ampex Stereo Tapes. Cohen, who joined Ampex in 1965, has been Eastern regional sales manager since 1966.

** Pat Sabatino has been named sales manager for Monmouth-Evergreen Records. He previously was sales manager of Recording Industries Corp. and JJC Records. He recently was associated with SESAC... Wally Roker and Renee Roker will handle national promotion for Tangerine Records, an ABC subsidiary headed by Ray Charles.

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featuring the NOW sound of

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talented new composer-performer in his recording debut!

...NOW songs out of the underground with a message for the world.

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Mercury Records has maintained a 50 per cent interest in the firms during the period Singleton was an ad vice-president for the company. Singleton is now engaged in independent recorded production, music publishing, and has two record labels of his own—SSS International Records and Minaret Records. He signed Teresa Brewer to SSS International and her first single, "Step to the Rear," from the Broadway musical "How Now, Dow Jones," was shipped last week.

The publishing firms will all be united under a parent firm, Shelby Singleton Music, and will be administered from here. Singleton also maintains offices in New York and is planning to open an office in London. He said that he was open for a foreign catalog deal on his publishing interests.

AFM Attacks Shady Mgrs.

Continued from page 2

Tape Cartridge Salesman wanted for large Eastern Distributor. Salary to commensurate with experience and ability. Send complete Resume to P. O. Box 921, Billboard, 165 W. 45th St., N. Y. C. 10036. All replies in strictest confidence.

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Cashman Pistilli & West

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"A Song That Never Comes"

b/w "But For Love"

ABC 11047

Produced by Cashman, Pistilli & West

From their big first album

BOUND TO HAPPEN

ABCS-629

They'll soon be stopping the show in their TV appearances on the Joey Bishop Show and The Woody Woodbury Show.
Jenkins's Music—A Complete Musical Merchandiser: Wells

By GRIER LOWRY

KANSAS CITY, Mo.—"One of the gratifying trends in musical instrument retailing today is the steady upgrading in quality of merchandise being purchased," said Jack Wells of Jenkins's Music Co.

"We have watched with interest the integration of melodiscographs and Tone Bell sets into the elementary school music programs. Now some school music instructors are noticing that the growing acceptance of the guitar as a hobby instrument has created a better concept of chord structure and harmony among students. As a result, they've gained a little more appreciation of this instrument and our sales reflect their acceptance."

As Musical Instrument division manager of the 14-store Jenkins's system, which is spread out over Missouri, Kansas and Oklahoma, Wells points to the school music directors for taking the lead in upgrading students to higher-quality musical achievements. As children progress in their musical education, he notes the strong influence of the music directors in guiding students to better products. (Continued on page 16)

Sherman, Clay & Co. Saluted by Steinway

NEW YORK — Sherman, Clay & Co., which has grown from one San Francisco store opened in 1853 to the point where it now has 35 stores in California, Oregon and Washington, was awarded a framed plaque in ceremonies here last week when Steinway & Sons saluted the California retail operation's 75th year as a Steinway dealer.

The rich history of Sherman, Clay & Co. includes many memorable events as the San Francisco debut of Ignace Jan Paderewski, the famous Polish pianist, the California company's survival during the 1906 San Francisco earthquake.

Sherman, Clay & Co. was founded 115 years ago by Leander Sherman, his brother, Major C. C. Clay. In 1892 the partners bought from Mathias Steinway the local Steinway dealer. From that point on, every touring Steinway artist made San Francisco a must appearance on the itinerary. It was through meeting Steinway artists that Leander Sherman made the life-long acquaintance of Ignace Paderewski, who born Steinway brought to the U.S. for the pianist's first concert tour.

Following the devastating earthquake, Sherman, Clay & Co. received a mysterious shipment of 12 pianos. A subsequent letter from Steinway & Sons explained that pianos were sent with the compliments of the piano company, as a Christmas gift, in recognition and as a token of our appreciation of your splendid business in Steinway pianos during the difficult years, your great financial loss. by reason of the appalling disaster."

The relationship between Sherman, Clay & Co., and Steinway & Sons is further enhanced each year through the presentation of the Sherman, Clay-Steinway Award to distinguished citizens whose efforts have furthered the cultural advance of the West Coast area.

Receiving the plaque from Steinway in ceremonies here was Donald Ravitch, president of the West Coast firm; Henry Z. Steinway, president of Steinway & Sons, made the presentation at Steinway Hall, West 57th Street.

Selmer Sales, Earnings High

ELKHART, Ind. — H. & A. Selmer, Inc., President Jack Filippone said that both sales and earnings for 1967 hit new highs.

Sales were $19,105,500 compared to $17,232,400 in 1966. Earnings in 1967 were 85 cents per share compared to 86 cents in 1966.

"We're entering our 64th year in stronger competitive position than ever before," Filippone said. He reported that 80 per cent of the company's business is in the music education market. Selmer went on the American Stock Exchange Jan. 8.

Fender Revives Telecaster Bass

SANTA ANA, Calif.—Fender Musical Instruments Division of CBS Musical Instruments Division of Columbia Broadcasting, Inc., has returned the Telecaster Bass to its line. The instrument is now in shipment to authorized dealers.

The solid body bass, developed 20 years ago, was dropped from the line in 1950 because few musicians appreciated its advantages or features. Now pros and rock groups are re-discovering it.

The Telecaster is priced at $349.50, with an optional hard-shell case at $64.50.
Victor's new group takes off in high gear with their first album.
Musical Instruments

'Jenkins's Music—A Complete Musical Merchandiser': Wells

Continued from page 14

Jenkins is one of the Middle West's older and most complete retail music operations. His company is an eight-story building in downtown Kansas City, where full floors are devoted to individual major items of pianos, organs, stereo and television, band and orchestra instruments and sheet music. Facilities at this store include series of teaching studios and an auditorium on the top floor where special events such as recitals and recitals are regularly scheduled. A musical interest by the fair department is located on one floor. The company is bolstered with some of the top brand names in all areas.

Jenkins maintains stores in Kansas City, Mo.; Topeka and Wichita, Kan.; and Tulsa and Oklahoma City, Okla. Both a downtown location and suburban shopping center stores are maintained in most of these locations.

Highlighting the facilities on the downtown-located musical instrument department at the downtown Kansas City store are four upright pianos and orchestral instruments, drums, guitars and amplifiers. A 25-foot showcase arrangement extending up the aisle of the department features smaller accessories, with showcase in the back wall for varied instrument displays.

Typifying the planning which goes into designing displays is the new three-tiered, space-saving fixture utilized for drum sets. Designed by Frank Burgard, the store's display director, who has an international reputation for his attractive window and in-store displays, this vertical type display shows a three-piece set on one tier, a four-piece and five-piece set on other levels. Built on casters, this fixture can be moved to various areas. At Christmas, it was positioned at the front of the department.

Jenkins is strong in ties with national promotions. One good one was the Vox "Battle of the Bands" held last year. This promotion created quite traffic and subsequent business at all outlets.

"We feel believers in the value of the personal appearance clinic," Wells said. "In the past, we had a considerable amount of favorable reaction from sponsoring the appearance of such people as Buddy DeFranco, Merle Lemon and Joe Morello. Buddy DeFranco made personal appearances at some schools and this is the kind of strategy Jenkins favors strongly.

Managers of musical instrument departments at all stores come into the Kansas City base occasionally for meetings with Wells, J. W. Jenkins, president of the company, and C. M. Jenkins, vice-president and general manager.

Numerous ideas for promotions have come out of these sessions. The most recent idea, which will become a full-fledged program, to stem from these meetings, is a special group lesson plan for teaching guitar. This special-priced guitar package teaching plan was motivated by the fast-growing popularity of this instrument with rock and folk groups, as well as hobbyists.

Change is the word that describes the demand for musical instruments, said Wells. He recalls when accordions were tops in the sales chart. In more recent years guitars, amplifiers and drums have been the big selling items.

"Through all these years the band and orchestra business has maintained a steady growth due to increased activity in the schools. Music education programs continue to improve in size and quality. Dealers will notice that the demand for a particular instrument changes from year to year, and it is nearly impossible to know in advance what this change will be. We can only make an educated guess and hope for the best."

New Decca Drum Promotion

NEW YORK—A drum promotion under which four drum covers valued at over $50 will be offered with the purchase of drum sets has been launched by the home entertainment division of Decca Records, a division of MCA. Inc.

In introducing the drum covers with every purchase of the $175-750 full drum and complete accessory outfit without an increase in the suggested list price of $259.50, backing the promotion is a full schedule of advertising and point-of-sale merchandising. The promotion also embraces the company's full line of accessories, including cymbals, cymbal stands, hi-hat stands.

Decca is encouraging diversification of the record dealer into the billion-dollar musical instrument market by being successful in utilizing its record-marketing complex for its musical instruments and accessories.

Jenkins company entered the drum business a year ago, and reported last week that sales for
how straying pop
"atlanta georgia stray"
sunny curitis

Produced by: Snuff Garrett

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DISTRIBUTED NATIONALLY BY DOT RECORDS

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Talent

Brel Alive & Well
As a Musical Show

NEW YORK — There are so many moods and attitudes in the songs of Jacques Brel that it is only fitting and logical to present them in a musical show in the style of the Belgian singer, "unwin" in Boston, is a new record. His Folies Bergères performance is the first in his new role of broadcaster. He's the best of the best. His singing, his arrangements, his acting, his一切都是完美无缺。在Columbia Records about 10 years ago as a performer on the "Singing A-Long" albums and then with his own "Singing A-Long" show, is now dining as a broadcaster for his musical, "Here's Where I Belong," which opens on Broadway Sunday (3).

Miller, who has always been an outspoken musical man—it was he who dubbed rock 'n' roll "pimple music"—is making the TV and radio rounds talking up his musical and music, in general. He's appeared on the "Today" show, the "Merv Griffin Show," "The New Yorkers" and guested with several of the top disk jockeys in town.

Even though he's been away from the pop disk scene for several years, Miller is still a knowing and candid figure in the business. Of the so-called "new" music, Miller finds some of it "very good" and a lot of it "too-soggy." Miller explained, "The young performers today are adding harpsichords and woodwinds to their instrument and saying they invented it. They're probably too young to remember that I brought harpsichords and woodwinds to the recording mode with Aline Wilder and Rosemary Clooney more than 10 years ago."

Of the musical theater, Miller finds his first effort as a producer a challenge quite different from that of recording or TV. "When a record is cut on a TV show is taped," Miller said, "you know it's done and it will remain the same but the theater isn't so constant. Things change with every performance."

Broadway Debut

Miller, who continually gamed with new ideas and new performers on records, is gambling again with his Broadway debut. He's assigned the lead roles to Paul Rogers and Nancy Wickwire, who are better known as actors than singers, and he's introducing a new writing team to the Broadway musical scene. Robert Waldman (music) and Alfred Urey (lyrics). "The musical," said Miller, "is an adaptation of Jean Steinbeck's novel, "East of Eden," and...

Who Making Their First Tour of U. S.

NEW YORK — The Who, Decca act from England, is on their first extensive tour of the U. S. The tour began Wednesday (21) at the Civic Auditorium in Reno, Nev., and winds up March 30 at the Westbury Music Fair, Long Island. The Who is currently riding with the Decca LP, "The Who Sell Out" presented as a Talent Associates represents the group in the U. S.

Patti Page Adds Another Exciting Singing Chapter

NASSAU — Even in a cay-cay atmosphere, Patti Page, Columbia artist, still has the knack of putting sophistication into a strongly country music-oriented show. Opening a week-long engagement at the Paradise Island Hotel here, the "Singing Rags" brought the audience to its feet, and made the long walk back to the stage for encore. The fact that many members of the Country Music Association were in the audience had no bearing on her selection of numbers, which were woven into a stylish continuity. Among her numbers were Mel Torme's "All the Time," John Hartford's "Gentle On My Mind," the Red Stewards, "What Now My Love," "You're Nobody Till Somebody Loves You."
Like nobody singz like
THE HUMAN BEINZ
on their new Capitol album

NOBODY BUT ME

Hear them sing these hits: Nobody But Me...Foxey Lady...
Turn On Your Love Light...The Shaman...seven more.

Produced by Alexis de Azevedo. Also available on 8-track tape cartridge (8XT 2906).
Talent

Gouldman Thing
Writer of Hits

By ED OCHE

NEW YORK — Graham Gouldman, recently signed as RCA artist, has poise and polish of experience. For Gouldman, 30, is a former session songwriter, a song writer whose debut single, The Impossible Years,” has been praised as one of the year’s worth of pop hits penned for groups like Herman’s Hermits and the Hollies.

“His writing credits are impressive, reading like a resume of success in the music business: ‘Listen People’ and ‘No Milk Today,’ by Herman’s Hermits; ‘Stop! Look Through Any Window;’ by the Hollies; ‘For Your Love,’ by the Yardbirds; and ‘Behind the Door,’ by Sonny and Cher, among others. Gouldman knows his way around New York, has seen most of the U.S. and plans to see even more with his first LP, ‘The Graham Gouldman Thing,’ released April.

Gouldman’s road to success has been well-paved with broken guitar strings, amplifier feedback and the din of distant band dates. Born in Manchester, he graduated from trade school into a rock group, wandering from group to group like a hitchhiker. Meanwhile, he wrote a song that he learned to in the wake of his success. To date, ‘Listen People’ has sold over a million copies, creeping into the repertoire of a multitude of artists and every musical style.

Gouldman is self-taught, picking out melodies on his guitar, and, later, tacking on the lyrics. His test of a good song is simple: ‘I never write a song down,” said Gouldman. ‘If I can come back to it afterwards and remember it, then I write it down.” His body for success has proved almost infallible for the young singer-songwriter for five years.

Co-produced by Peter Noone, better known as ‘Herman’ of Herman’s Hermits, Gouldman’s LP will feature hits he has written for a number of top artists and new tunes he has written for himself.

Kensington Market
Put on Disk Market

NEW YORK—The Kensington Market, a new Toronto group signed to the production firm of One Toad, Two Progs, was put on the market for shipping record labels last week at the Better End. The group is full of promise and polished, capable of feeling out complex psychic and musical structures, using them in the case of “Suspension,” which drives to a wild frenzy. Yet, they are not prone to overflowing the psyche bit. “Phoebe” was tuned into rhythmic explosions of highly amplified sound with a rocking music pattern: “Color Her Sunshine” was blazed as the acoustical guitar player switched to a harmonica and the lead guitar player went on to an electric organ. “Speaking of Dreams” was probably the best of the night, starting with a chamber music effect and building to a ring of two guitars, a tap-pa-pardeli, the producer of the One Toad, Two Progs team of Bud Freeman and Steve Allen, put together with the group’s records.

Claude Hall

PP&M Offer
25 Tunes in
A Scoring Act

SANTA MONICA — Peter Paul and Mary returned to the Los Angeles area for their annual visit, Friday and Saturday (1-17).

The Santa Monica Civic Auditorium was packed the first evening, and the trio communicated its brand of dramatic and provocative folk music.

The trio offered 25 songs during their concert, with ample room for each to solo. Mary Travers develops tunes while she pivots, bends her knees, arches and gyzors her body.

In the main, the group’s music is written by others, although Paul Stiley and Peter Yarrow are now beginning to perform their own compositions, such as Stiles’ ‘Love City’ and Yarrow’s ‘Weep for Jamie.’

Rick Kant’s bass is featured as the rhythm foundation for two unamplified guitars.

Eliot Tiegel

Mitch Miller

Continued from page 20
not the Warner Bros. version of East of Eden.”

The original cast album of the musical will be released by Warner Bros. on LP and the songs from the show which are being picked up by record companies are “We’re A Home,” “No Time” and “Here’s Where I Belong.” And, when Miller gets the chance, he performs these songs himself as he makes the rounds of the radio and TV shows.

LeRoy Van Dyke seems to be headed for another hit with his new LP, called for Warner.“Louisville” (Warner Bros. 7155) has all the elements that have spurred other Van Dyke's past successes, and it's moving rapidly up the charts in a smooth performance with an undercurrent of country flair that's characteristic of Van Dyke. The flip side is a little hard, well worth hearing, called "There's Always Tomorrow". Characteristic of his demands for the finest arrangements and accompaniments in Leroy's group, he plays a Gibson — choice of professionals. (Advertisement)

Decca Records' artists & repertoire vice-president, Bill Gabler, left, and promotion-publicity-toper Lenny Sandler, right, map out promotion campaign for the debut of a new group called the Forum Quorum.

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Rascals to Make 1st Film in May

HOLLYWOOD — The Young Rascals, Atlantic Records group, are expected to begin shooting their debut movie in May. Title as yet has not been chosen, but the group was in Hollywood last week examining the first draft of a script play by Lila Garrett, author of the original Bernstein, manager of the group, will produce the movie with Steve Allen for Warner Bros.-7 Arts. The group will write and produce all of their music for the soundtrack which will be released in an album by Atlantic Records. As plans stand now, the full length movie will be filmed on location at several spots around the world, including France, Stockholms, Istanbul, Japan, South America and Johannesburg.

Big Drive on Bennett Tour

NEW YORK — A lavish promotion campaign will herald the 25-day personal appearance tour of Tony Bennett which will begin Sunday (3) at Lincoln Center here.

After signing with Ken Roberts of University Concert Productions, Inc. Bennett and Roberts, in cooperation with Columbia Records, set a budget in excess of $100,000 for an advertising, promotion and publicity campaign for the series of one-nighters that will circle the country. Also involved are Jon Petralia, Bennett’s personal record promotion man, and Rogers, Cowan & Bremen, Bennett’s press representative.

More than $20,000 will be spent for the Lincoln Center date alone. Five weeks prior to the March 3 date, they contracted for the billboard above the Palace Theatre. Besides the $5,000 spent for the few week’s display, which features a portrait of Bennett, a full-page ad has already appeared in the Sunday (N.Y.) Times, and another is scheduled for the Daily News. This will be followed by one in the New York Post, as well as TV and radio campaign contests with WNEW, postcards, etc.
everyone's picking up Jennifer

The Hollies "Jennifer Eccles" 5-10298
She's single, and a hit!
KPFK FM Makes Groovy Plans

By ELIOT TIEGEL

LOS ANGELES — A continuous light show and an open studio policy will highlight KPFK-FM's new fall lineup. "We plan making the station a party, groovy hangout," says program director Tom Donahue.

Presently broadcasting from the basement of the Pasadena Producers Co-op, the jury-rigged KPFK will move to its new quarters at the 7th floor of a 73-watt station, 3940 W. Sunset Blvd. which currently houses several "head" shops (psychiatric post-ornaments) and a renegade theater.

The light show will run in an auditorium adjacent to the one broadcast studio. The same policy of allowing the public to hang around the station which makes KPFK's call letters 'KMPX-FM operation in San Francisco, will be initiated here. Donahue says by letting the listener come into the studio and chat with the disk jockey on duty, the station grabs the pub lic's pulse quickener.

Presently completing its first 10 weeks of exploring the album sounds of the pop/hippie groups, the station estimates it will increase its power from 20,000 to 50,000 watts within six weeks. At that time, it will convert to multiplex stereo.

Store Advertising

Since switching from a background sound to a supporting one for the groups, KPFK FM has been snaring 10 retail space advertising under its policy of spots per hour. The young music listener, whose ear is attuned to the disorient, disorientation, Asian influenced pop sounds.

Material accepted for airplay to have to be electric rock, folk, electronic. A little classical and jazz are added for spice. Each organ selections or the studio's works of electronic master John Cage are infused with the works of Canned Heat. Greatful Dead, Cream, Beatles, John Lennon, the Floor Elemen.

Preferences

Each show reflects the preference of the DJ in charge. The station has two hot lines in its production department for request and music requests. Despite the freneticism of much of the music, the five staff DJs are refreshingly gentle in their patter manner. "We understand you try to create an intimacy," one air personality says. The lineup consists of new voices following a drastic way of personnel’s associations with the former management. The new roster is: Terry Carst from 6-11 a.m. Carter Demme of the jazz world from KBKA, but has been played (Continued on page 26)

STATIONS PLAYING PROGRESSIVE ROCK

EDITOR'S NOTE: The following is a list of stations currently programming progressive rock music, sometimes known as "underground" music.

FULL TIME

WNEW-FM—Program director Nat Asch, 565 Fifth Avenue, New York, N. Y. 10017 (Stereo).

KMPX-FM—Program director Tom Donahue, 50 Green Street, San Francisco, Calif. 94111 (Stereo).

KPFK-FM—Program director Tom Donahue (also programs KMPX-FM), 583 E. Colorado Boulevard, Pasadena, Calif. 91101. Soon to be 73-watt station.

KSHE-FM—Program director Ron Eliz, 9348 Watson Road, St. Louis, Mo. 63126 (Stereo). Phone: (314) 842-1111.

WABN—Program director David Scott Building, Detroit, Mich. 48226. Phone: (313) 961-8888.

PART TIME

WBZ—Deejay Dick Summer, 1170 Soldiers Field Road, Boston, Mass. 02134. Phone: (617) 254-5670. Sunday evening show called "Summer's Subway.

KFMK—FM—Music director J. Thomas, 1900 Medical Towers Building, Houston, Tex. 77025. Phone (713) 426-4704 (Stereo). Progressive rock midnight to 6 a.m. daily.

WBEM—Deejay Jerry Powers, Box 1740, 814 First Street, Miami Beach, Fla. 33139. Phone: (305) 582-6447. Eleven midnight to 6 a.m. week nights. May soon go progressive rock all days Sundays.


WOPA—FM—Al Rosenfield, 48 S. Oak Park Avenue, Oak Park, Ill. 60302. Phone: (312) 848-5765. (Owned by Seed, underground rock station) its sister, "World of Pop," has some remote programs.

Terry Chess will handle the WSFM-FM show called "Underground Den." "We feature plenty of longcuts like the seven-minute 'You Keep Me Hangin' On' by Vanilla Fudge and Ravi Shankar's "The Tears" which runs 5:25," Chess said.

Don't Need Play to Sell Disks: Drew

Billy Walker

DETROIT — At long last, radio program directors can prove that a record company can sell records on their air. Drew, who has been a weak-underliner and built it into a rating giant in less than a year, pointed to the Cream albums as an example of the Vanilla Fudge and the Jimi Hendrix Experience. "Isn't it remarkable how much media the Hendrix Experience has sold in comparison to what airplay they've had?" But the influx of albums from the many new singles are dead nor that program directors will be short-changed for programming material. "The life blood of the music industry is a new talent. And if music means at the moment to be going the album route, it's because a lot of record companies are following the lead, there are people who have the people who are committed, people who have something original. These creative people are the ones who will keep rock and roll alive, be felt.

Terry Chess (Continued from page 26)

sundown mary

Billy Walker

"Billy has a surefire smash with the chart of swamp music built to his 'Flyin' Taught you not to mess up down Mary' will hit the charts with insect.

KGFJ Bows Talent Hunt

LOS ANGELES — Rhythm & blues outlet KGFJ, launches its second annual amateur talent hunt Saturday - Sunday (2-3) with auditions here at Jefferson High School.

The 24-hour rab station will present the talent hunt's five successive weekends at the school with the winning groups associated with recording contracts with Brunswick, Motown, Amy/Mala, Chess, Kent and Atlantic.

Last year's competition drew entries from over 400 groups, the three in a few weeks. Entry blanks are being solicited with major record store chains. Judges for the competitions have yet been named.

Radio-TV Programming
BOSTON — WBZ has young adults here excited with its evening format, which has been leaning more into the progressive rock field. "Dick Summer Subwoofer" on Saturday, is making a big impression on the area's progressive rock albums, indicative of a large audience of college-age listeners.

Both MGM/Verve Records and Columbia Records executives will be on hand for this Summer on record sales. One Columbia executive said sales were strong in the area for the Summer album, and it was directly traceable to WBZ. Independent record producer Wes Farrell said it was largely WBZ that helped launch the Beacon, Sun, and WXW groups.

WBZ general manager Perry Bascom said he was unaware of the effect of the station on album sales, but did know that Summer seems to appeal to young adults.

Summer plays the Boston Sounds on Sunday, prominently. Bascom said that the Boston Sound seemed to have developed in the past couple of months. "I don't know who labeled it. It wasn't an overt move on our part. We've always been playing a lot of album cuts." To Bascom, WBZ "means a lot of things to a lot of people.

Lenny Scheer, MGM Records label manager, gives credit to Dick Summer of WBZ in Boston for being the catalyst behind the exploding sales of the record company's albums featuring the Ultimate Spinach, the Beacon Street Under the Orphans. WBZ's 1,500,000 peaks were worth such places as Charlotte, Milwaukee, and Indianapolis and Summer's "Subway" Sunday show is proving to be a major hit for progressive rock groups.

Clarence Chilson moves from the American Recordings, FM, Houston, to the post of general manager, replacing Jeff Thompson who has joined the new channel on the station.

** WTRU Hot 100 station located in Muskegon, Mich., needs a deejay. Send resume and check to program manager, who programs both WTRU and WQXZ. N. E. Grand Rapids, Mich. 49501.

Dick Blanchard has been promoted from production manager to program director of the 3,000-watt Century Broadcasting operation in Manchester, N. H. - Tall Paul and the Big Ben group of WPNC, Plymouth, N. C., is now doing the station in affiliation with a Hot 100 station. Needs records, some deejays, and a manager.

JAY AND THE TECHNIQUES appeared on the "Swinging Majority" show on WCIU-TV in Chicago recently. The show is hosted by WLS deejay Art Roberts, seen here firing questions at George Lloyd and Jay Proctor of the Smash Records group.

Good Music DJ

CLEVELAND — Along with a new tower and transmitter, WDKX-FM here has added a program to announce the good music records. The program, which is handled is a 7-10 a.m. show on the 100,000-watt full-service station. The first 24-hour operation, the station programs good music in clusters.

KBBQ to Air Awards Show

BURBANK, Calif. — KBBQ, currently broadcast live the third annual awards show of the Academy of Country and Western Music Monday (4). The 10,000-watt station will be heard throughout the area in its entirety without commercials, according to program director Bill Ward. The dinner is being held in the Century Plaza Hotel. Pat Buttram will be master of ceremonies.

Slated to appear are Glen Campbell, Nancy Sinatra, Buck Owens, Lee Hazlewood, Tommy Smothers, Merle Haggard, Roy Clark, Lynn Collins, Kris Richard Long, Pat Boone and Fess Parker.

Hot Promotions

WBZ in Atlanta, one of the major easylistening stations in the nation, went to its listeners to find out what they wanted to hear in a special "Program Director Contest." The contest asked listeners for program ideas and items they would enjoy hearing.

As a result, three new features will soon be heard on WSB, including a show to acquaint listeners with the deejays. This comes as the result of a letter to program director Brent Hill saying: "We look at you not as mere fixtures, but as faithful friends who strive to bring us the ultimate in valuable information, helpful service, and delightful entertainment all year long." So, WSB will devote a special day to furnishing more facts about its personalities, their families, hobbies, likes, and dislikes. Winners of the contest received transistor radios.

Don't Need to Play to Sell Disks

NEW YORK — A new firm — Entertainment America Soundvision Center — has been set up here by Carlo L. B. Gentilomo to represent foreign radio stations. Gentilomo, who produces and directs programs for Radio Luxembourg in Paris, the RAI and Swiss Radio at Zurich, has already gained as clients Radio Luxembourg and Swiss Radio. He has already produced several record-artist interview shows for Radio Luxembourg.

Purpose of his firm will be to both act as a representative of these stations for the DuMont stations abroad, act as liaison man for U. S. record companies in dealing abroad, publish, publications for artists to perform in Europe, promotion, and radio. Gentilomo, who speaks five languages, said he eventually hopes to set up an office in Paris and establish an American there as his European counterpart.

Representatives for WBZ in Atlanta, the station's format having been fish for fowl, but I was on at night and I rocked." In 1960, he worked with Bill Drake, now program director of WAKE in Atlanta. In 1963, when WAKE shifted to good music format, peeled off as first deejay, the music director and program director. In March, he is now new program director of CKLW.

His experience has been centered in Detroit, but he pointed out that if he went into another market, he "wouldn't necessarily go top 40. I'd study the market before I went in there." This is where Bob Atkinson of Harper and Richard Ruff of CBS, who could break a record up there, if he got the chance.

Ricky Scary has been appointed program director of KUDU at Ventura, Calif. The station's format has been changed to KOKO FM.

Another station to be included in the Philadelphia station is WQXK.

A note to Randall, mid-night 6-a.m. personality at KGLS in Spokane: "Mr. former operateur of the rock radio stations off the coast of England, program director of a south Georgia station, featured interviews with some of the leading deejays on WLCY, Tampa, for all the deejays to add exception to your article on the radio stations. I believe that my own string of WBBF, I was once Jim Nelson who was formerly with Radio Sound in the old days. I'm no Rick, isn't what?"" According to story, Randall was a deejay with WBBF, and currently the station's program director and program director at XJW.

Chuck Cherry has moved out of the format of WQTR, and KGLS, and becomes program director of WBBF, and now is in the position of program director of WQXR.

All personalities involved in the program, Art Scott, Dick Sanders, and Bob Scott.
New Hit Product from

LAWRENCE WELK

his latest hit album

LOVE IS BLUE

contains 10 happening hits... color front & back cover!

His newest single

GREEN TAMBOURINE
b/w
WATCH WHAT HAPPENS

Produced by: Randy Wood / Lawrence Welk / George Cates  Arranged and Conducted by: Richard Maltby

RANWOOD RECORDS. A DIVISION OF RANWOOD INTERNATIONAL INC., 9034 SUNSET BLVD., LOS ANGELES, CALIF. 90069
KPPC-FM Has Groovy Plans

• Continued from page 22

ing a few avant-garde jazzmen. Ed Mitchell, who follows Carter from 11-4 p.m., transferred down from KMPX-FM. B Mitchell Reid is the 4-9 p.m. voice, having left KFWB several weeks ago before Westinghouse decided to go to an all-news concept. Donahue works the 9-midnight shift, with Don Hall at the nightowl. Donahue still continues his 9-midnight show on KMPX - FM via tape. Steve Siegel is the weekend man. Singles (even old 78s) and tapes of LPs are aired. In fact, Donahue gets tapes of LPs before they are released in America and a British friend sends him copies of English LPs before the American distributor gets his stock. "We play these albums because they whet the public's appetite. It's not like playing a single over and over on top 40. If the same record gets played three times a day here, we'll play it three times."

Donahue claims he had the Cream's newest LP six weeks before its American release; a Jimi Hendrix tape was being spun weeks before the new Reprise LP came out.

Since it is designed to expose the newer lavish forms of music, the station is a re-ponsibility for groups which have become today's "experimenters." Three tracks in a row, each may past the three minute AM cutoff time by the same artist, are generally offered. The DJ merely allow the needle to continue tracking through an album. There is no formula pre-scribing instrumental, male vocal, female vocal group, Program is free wheeling.

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26

Billboard SPECIAL SURVEY for Week Ending 3/2/66

Radio-TV programming

BEST SELLING

R&B LP's

• Star Performer-LP's registering greatest proportionality spread among this week.

This Week

Last Week

Title, Artist, Label, No. & Pk.

Weeks on Chart

1 1 LADY GAGA
Born This Way
Island/Geffen
1 2 1 LADY GAGA
The Fame
Island/Geffen
1 3 1 LADY GAGA
The Fame
Island/Geffen
1 4 1 LADY GAGA
Jojo
Island/Geffen
1 5 1 LADY GAGA
Jojo
Island/Geffen
1 6 1 LADY GAGA
Jojo
Island/Geffen
1 7 1 LADY GAGA
Jojo
Island/Geffen
1 8 1 LADY GAGA
Jojo
Island/Geffen
1 9 1 LADY GAGA
Jojo
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1 10 1 LADY GAGA
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MARCH 2, 1966, BILLBOARD

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LAST WEEK NO. 14
THIS WEEK NO. 2
NEXT WEEK
NO. 1
CINDERELLA
ROCKEFELLA

BY
ESTHER
& ABI
OFARIM

ENGLAND’S FASTEST RISING HIT IN YEARS

PHILIPS RECORDS / A DIVISION OF MERCURY RECORD PRODUCTIONS, INC. / 35 E. WACKER DR. CHICAGO, ILLINOIS 60601
Gospel Distrb Pattern
Moving Into a New Era

NASHVILLE — Gospel music, once sold almost exclusively from the foot of a stage or the rear of a bus, has done a complete turnaround in distribution.

"More than 85 percent of all of our gospel product now is sold through distributors or major rack jobbers," said Joe Light of Heartwarming Records. He indicated the same was basically true of other labels dealing with gospel.

"There has been a definite change in the sales pattern in the past few years," Light said.

Heartwarming works with independent dealers, or directly with the rack jobbers in the bigger chains. There are 75 wholesale outlets in all, with nationwide distribution.

"Gospel music is maturing," Light noted. "It has become a real part of the record industry. The artists themselves have created the demand, and it's growing daily."

Light said the recording companies are looking to the day when there can be 100 percent distribution, and no need for the artist to pitch his own records. "It's coming to this," he said, "and the day is only two or three years away."

Light points out that, some years back, country music was sold in the rear-of-the-bus manner. "All of that changed years ago, and country now is among the most respected music in the world. We're now seeing the change in gospel."

In an allied note, distributor pressure also has resulted in the release of a gospel single, which for two years has been part of a Singing Rambos album. One distributor requested 500 of the singles, so Heartwarming pressed a complete order. Since then, several other distributors have bought the single.

NASHVILLE — A totally new double recording in gospel music will be under way this week with two sessions at Heartwarming Records.

One is a "soul" gospel album by Our Lady Rambo (Billboard, Dec. 16, 1967), utilizing Negro background voices, and the other is a Negro Gospel album, by Reba Rambo, daughter of Buck and Doris.

The LP's will be cut on consecutive days. Both will be sold in a rack in the LP's.

Voices are now being gathered from Fisk University and other predominantly Negro schools in the South to provide the sound sought in the one album. Mrs. Rambo has written seven of the songs in the session, geared specifically for an "integrated" sound. The idea stemmed from a revival in Birmingham.

LeWayne Satterfield Exits GMA Position

NASHVILLE — LeWayne Satterfield, after a year as executive director of the Gospel Music Association (GMA), has resigned his post, effective April 1.

Miss Satterfield will join Pete Emery Productions, owned by Jake Hess and Eddie Hill, as director of a new advertising agency and public relations branch.

Jim Myers, president of GMA, said no successor had been selected. He plans to visit Nashville to seek possible applicants for the post.

Under Miss Satterfield, GMA showed appreciable growth, had produced a record album which was making good returns for the association, and had helped spur additional interest in gospel music generally.

Calling her association with GMA "pleasant and fruitful," the former Georgia newspaperwoman said her new position will enable her to utilize creative talents to the fullest.

Pete Emery Productions has been involved in virtually every facet of the music business. It includes recording, booking, television and publishing.

Gospel Ink Talent Contract With Don Light

NASHVILLE — The Florida Boys, pioneers of gospel music on TV, have signed a talent contract with the Don Light Agency.

Hosts of the "Gospel Singing Jubilee" since 1964, the Florida Boys are the "most televised gospel group in the country," according to Bob Light, who took over as head of the firm in 1963.

The "Jubilee" is produced here by Sea Breeze, Inc., and is seen in 153 markets on various TV stations in the Southeast.

Florida Boys are also Le Beasley, manager and lead singer; Tommy Atwood, tenor; Gene Hilliard, baritone; Billy Todd, bass, and Derrill Stewart, piano. In addition to singing, the group now is using instruments on the TV show and at personal appearances, giving them the "big sound."

Steve Sanders, a 15-year-old on the "Jubilee" label, also will be represented by the Light agency for gospel appearances. He also has been added to the "Jubilee" as a regular member.

Boys Sanders and his older brothers are being booked separately as a package. Other major accounts of the Light agency are The Happy Goodman Family, the Oak Ridge Boys, the Chuck Wagon Gang, the Singing Rambos, Jimmy Davis, the Prophets and Thrasher Brothers. Three of these groups, the Goodmans, the Rambo and the Oak Ridge Boys, are among the five finalists in the National Association of Radio and Television Awards in the Gospel category.

In another departure, Reba Rambo, sister of Our Lady Rambo, is recording an LP titled "The Folk Side of Gospel," trying to capture the "young sound of gospel music."

Our Lady Rambo is the first Negro to convert to this sort of music and needs a backup album. Heartwarming is taking this gamble. A budding young Negro, Joe Light of Heartwarming Records, heads the two of the tunes in the LP. She will be backed by the Marjorie Quartet and the Ambassadors Quartet.

Both LP's are slated for early release.

MARCH 2, 1968, BILLBOARD
Thank you to all the distributors, D.J.'s, record dealers and... fans who are helping make Heart Warming Feat Gospel label.

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The Bankers have a way with inspirational music that not only reaches the message but reaches the man as well. They combine a sense of humor, pathos, and pathos, all of which are part of the message. This is a prime example of what is meant by a successful message. The Bankers have a way with inspirational music that not only reaches the message but reaches the man as well. They combine a sense of humor, pathos, and pathos, all of which are part of the message. This is a prime example of what is meant by a successful message.

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MARCH 2, 1968, BILLBOARD
Country Music

Country Shows Dancing Power in High Voltage

LAS VEGAS — Another major breakthrough for country music has occurred with the signing of one of the leading artists of the genre, Judy Lynn, to a two-year contract at Caesar's Palace on the strip here.

John Kelly, manager of Miss Lynn, said that the contract was reached just a minimum of 12 weeks each year, with an option for a third year. The快速 agreement by the two companies, Miss Lynn can wrap up her year at the Golden Nugget and move to another country music venue, but cannot appear anywhere in the USA that is not under the exclusive contract agreement. She will continue her bookings at Harrah's in Reno and Lake Tahoe. Each call for bookings will be from 20 weeks to 20 weeks a year.

Kelly also said that the contract at Caesar's Palace contained the same sort of escrow clause as the bookings at the other two clubs, with automatic increases of up to $10,000 per year on her $7,500 appearance fee. Miss Lynn reportedly grossed $286,000 last year on such bookings.

It has been reported that Miss Lynn had been signed for a tour of Europe and Africa, playing both specialty and major music festivals and concert halls, beginning Sept. 13. The tour begins in Frankfurt, Germany and will end in Rome. Judy Lynn will make a swing through Rome after dipping into Johannesburg, South Africa.

Miss Lynn has just concluded another recording project with Columbia in Nashville, produced by Fryd Jones, and a week at the Nashville Room in New York.

Country 'Course' Captures Forum at Vanderbilt Univ.

NASHVILLE — Vanderbilt University, substituting country music for its speaker program in the "Freshman Forum" series, packed the Noxy Auditorium with students.

All the 1,100 seats were taken, and an estimated 200 more stood inside. John York, forum chairman said, the program was experimental in nature, "and it really went over." Attendance at previous forums, had drawn fewer than 500, although some were mandatory.

Narrator for the affair was WSM air personality and ABC recording artist Ralph Emery. Headliner for the show, who added some narrative comments of his own on the progress of this art form, was Tenor of Capitol Records. The Lone-star Rhodies, RCA Records group, filled out the program.

"Most of these kids have needed to listen to country music," York said, "but the reason for this was gratifying.

"Musicians who backed the artists were Curly Chalker, Jim Cever, Jimmy Stewart and Dave Butter. Ritter discussed the various types of country music, and illustrated his point in song. "There is good music in all forms of our American music," Ritter told the crowd.

"This was the first time," York said, "although most Vanderbilt students are in Nashville for four years, most are not "exposed to country music."

"It was a big hit," Emery said, "as we showed that many of the students had pre-conceived ideas of country music, and most of those were bad. That's why we decided to avoid making attendance compulsory. One student complained that he couldn't possibly attend because he was devoted to the classics, and did not want to become involved with anything else. I suggested that he go anyway, just to widen his horizons, and he asked me a question in my mind that he enjoyed.

"York described Ritter as 'brilliant', and had high praise for the group of country western Emery made a fine presentation, he said, "and really won the students over.

The forum director suggested that other colleges around the nation should adopt this type of program, regardless of school policies. This one was sandwiched between a panel on 20th century letters and a lecture by John Kenneth Galbraith.

Bobo Quits Boone; Cites 'Differences of Opinion'

NASHVILLE — Bobby Boon has resigned as vice-president and general manager of Boone Recordings due to 'differences of opinion with the owners of the company.

The firm is owned by O. Hal Smith Enterprises, which purchased the record company earlier this year in a partners last August. The enterprizes include an artists' bureau, Pumpers Booking and television syndication.

We have had strong differences of opinion," Boon said, "but particularly on the operations of the company and promotion and development of its product.

Boon's label was founded five years ago at Union, Ky., and has become one of the country and pop fields. Among its artists were Kenny Price, Tex Williams, Lani Peters, Mickey Robertson, and others.

Under terms of the purchase, Boon was to become vice-president and general manager of the company under a long-term contract, and was to take part in the operation of the company. He was to remain in Nashville in the recording industry.

'Training Ground' Program Is Developed by Banner

NASHVILLE — Utilizing a small record label for a "training ground," a fellow Lubbock, Tex. firm has moved three of its artists to a larger company and continues work on development of new ones.

One concept is to develop talent, get them ready for a top label, and then continue to manage them," explained Bill C. Crawford, owner of Banner Records, Heart of the Hills Publishing, Summer Lake Publishing Co. and Banner Talent Enterprises.

Operating for three years in Lubbock, Crawford put five artists on Banner Records, and now has two signed to Columbia contracts and a third in a agreement for a final artist (final artist signing has not yet occurred) with another major label.

Those signed to Columbia are Jimmy Peters, who already has cut two albums, and his brother, Lee. Lee Lee also was signed by the Hubert Long Talent Agency for a major label. Sony, and Woody Dunn, has worked out agreement with the dislocated contract holder, which is "expected" momentarily. Still on the Banner label are Jack Miller, John Williamson and Sam Logan. Crawford expects both of these to develop, and, if possible will sign new artists to develop. Crawford is not in the business of selling the finished products, but is interested in only contracts with major firms," said "and we feel that we can develop the managerial rights.

Crawford also has two established artists to inclusive management contracts: Vernon Oxtan, Jim & Jack and Bobby Edwards of Chart.

His Banner Talent Enterprises has put together a package of four male and one female performers and a band which can be booked for "less than $1,000." The package, billed as "Sounds of Country," includes Bobby Edwards, Vernon Oxtan, Jimmy Peters, Harold Lee and Miss Sammi Smith.

"This is ideal for smaller town civic organizations and community shows and relatively small fairs," Crawford explained. "He said there is a strong need for strong packaging of good caliber artists, not the hardships the artists who find himself publishing also are scoring well. They have placed songs in Swinging Peggies, Chats Lee and Layton Jennings. "An RCA Victor [sic] cut a song as a result of another "Reflections," Crawford said. He said he is maintaining an active on-going contract primarily to assure good material for the artists he manages.

"Germaine has continued to do our number one objective," he said, "and all of the other facets are just a part of it.

MONUMENT'S RAY STEVENS has flipped over early reaction to his new single, "Unwind." Nashville WMAK lassies, Daisy Littlefield (left) and Marjorie Fess (right) are in the fun. Monument is pulling all pullers with a strong promotion of the chart.

LATTIE MOORE sings on BASIC Records

"YOU CAN'T MAKE HAY" (pickin' cotton)

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LATTIE MOORE

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Nashville, Tenn. 37203
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"She went a little bit farther"
SONNY JAMES
THE SOUTHERN GENTLEMAN
A WORLD OF OUR OWN

A World of Our Own / A Thousand Times a Day
Web of Lies / People-Lution / Can This Be Me
Today Will Be My Day to Live
Walkin' With the Blues
I've Been Keepin' Busy With the Blues
The Journey / What's a Shame
Like the Birdies Fly / Misfortune's Child
23 Labels Are Getting Country Chart Action

BY BILL WILLIAMS

NASHVILLE — The appearance of 23 separate labels on the country charts (Billboard, Feb. 17) indicates a growth of small labels and a resurgence into the country field by some major labels.

Although RCA, Capitol, Decca and Columbia held 44 of the chart positions, there were still strong moves by other recording firms. MGM, showing growing emphasis in country, enjoyed four spots, while Mercury, with a strong move back in the country direction, had three. Kapp, Starday and Boone each had two listings on the chart.

Epic, which has had consistent chart success since the arrival of Billy Sherrill on the production scene here, again showed with four.

Most significant, however, was the move of the small companies and those of relatively short existence. Some, well established in other fields, are new to the country market. Among the small names now making it on the charts are Jab, Ashley, and Date. Shelby Singleton's SSS International, which has a success run in other fields, is making its move in country. Dot has shown renewed interest in country artists and promotion, and is showing some consistency in the field. The addition of Henry Hart has been a factor. United Artists, under Bob Montgomerry, also has shown consistency. Paula, functioning from Shreveport, also has done well.

This may be the factor which has set off a rash of new labels in various parts of the nation. Promotion men in the field for the major labels say there are studies of some sort among them of quite sophisticated, in most of the principal cities. While many of these are geared to producing masters which eventually will be offered to the major companies, some are having recording sessions with large quantities with a hope of a regional breakthrough and eventual success.

There is also a concept in the fact that smash recording firms must have at least one label for "complete diversification" of ownership of publishing companies is commonplace, and their indirect ownership of fields is increasing.

The increase of the number of different labels, however, poses a new problem for the disk jockey. By the time the next disc is pressed, few, if any, are able to screen the vast number of records which now arrive daily at radio stations. Some of the programmers admit that although few specialize, they don't even open many of the record envelopes received.

Top Performance By Judy Collins At Troubadour

L.A. SINGS: Judy Collins, appearing recently at Elks Hall, and Hodge and Donna, two new folk singers, opened Thursday (9) at the Troubadour to a packed house. Miss Collins' crystal-clear voice and her authority sparked her 60-minute performance of 11 songs, including an encore of "Sisters of Mercy" by the "new" folk poet Leonard Cohen.

Miss Collins repertoire tends to reflect sadness. The vocalist performs expertly on unamplified guitar. Backing is adequate, not sparkling, piano/electric organ and bass.

Hodge (Capers) and Donna (Campbell) and 25, respectively, have been singing together professionally for 16 months. This booking is their graduation from the club Monday night Hootenanny. They have not yet performed their debut LP but has recently been released by Capitol combining expert harmonizing and strong vocal prowess. Hodge plays regulation guitar skillfully and his voice does tend to overpower Donna. She scores on "Four Women," the poignant tune on four Negro women of differing voices by ENNIE TIEGEL

Fall Reeves Staffer

NASHVILLE—Mary Reeves, president of Jim Reeves Enterprises, announces the signing of Terry Reeves as both writer and promotion man for the firm and its affiliates. Open Road Music, Tweak Music, A&M Music and Mar-Mae Music. Prior to joining Jim Reeves Enterprises, Fall had been both writer and promotion man for American Music, Inc.

Dionne's Gold Disk

NEW YORK—Dionne Warwick's single of "I Say a Little Prayer" and "Valley of the Dolls" are about to be certified for a gold record by RIAA. Ten million copies of "I Say a Little Prayer" hit No. 1 on the Hot 100 last week and "Valley of the Dolls" is No. 2 this week.

Country Music

YESTERDAY'S COUNTRY HITS

Change-of-pace programming from your listener's shelves, featuring the disks that were the hottest in the country field 40 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

COUNTRY SINGLES—10 YEARS AGO
March 2, 1963
1. Don't Let Me Cross Over—Bob Dylan and The Band (Columbia)
2. Ballad of a Teenage Woman—Big Country (Columbia)
3. Do You Believe—Rory Lee (RCA Victor)
4. My Own—George Jones (United Artists)
5. I'll Be Your Pillow Tonight—Frankie Laine (Mercury)
6. Gonna Say My Prayers—Terry Dstin (Decca)
7. Kitty Wells—Hank Williams Jr. (Capitol)
8. Black Is the Night—Willie Nelson (Mercury)
9. The Place I'm From—The Four Accents (Capitol)
10. Brothers in Arms—The Statler Brothers (Columbia)

COUNTRY SINGLES—20 YEARS AGO
March 3, 1958
1. Ballad of a Teenage Woman—Big Country (Columbia)
2. Do You Believe—Rory Lee (RCA Victor)
3. The Story of My Life—Bobby Vee (RCA Victor)
4. My Own—George Jones (United Artists)
5. I'll Be Your Pillow Tonight—Frankie Laine (Mercury)
6. Gonna Say My Prayers—Terry Dstin (Decca)
7. Kitty Wells—Hank Williams Jr. (Capitol)
8. Black Is the Night—Willie Nelson (Mercury)
9. The Place I'm From—The Four Accents (Capitol)
10. Brothers in Arms—The Statler Brothers (Columbia)
There's lots of country out there ...and DOT'S GOT IT!

17070  The Compton Brothers
Honey b/w Poor Side of Town

17067  Eddie Fukano
It's Lonesome (When You're Outside Looking In) b/w I Didn't See the Sign

17068  Peggy Little
Come on Home b/w Beautiful World
The 34-inch record store.

NEW!
PHILCO
HIP-POCKET RECORDS
Top Hits on a Pocket Size Record with Big Sound!

That's all the space it takes to set yourself up in the new Hip Pocket Record business.
And it can be counter space, wall space, table space.
Our 34-inch wide merchandiser sets up in minutes. And it sells singles buyers on sight.
Because any kid can plainly see—right on those four-color jackets—that he's getting not one but two big hits on each disc.

And at a kid-pleasing price of just 69¢. These new HP's may be small (just 3 1/2 inches).
And they sure take a small amount of store space.
But there's one thing about Philco Hip Pocket Records that isn't small.
That's the size of the new profit they'll put in your pocket.

Manufacturer's Suggested Retail Price.
A 1st for Minneapolis Fair Booking of Country Show

NASHVILLE — For the first time in its history, the Minnesota State Fair at St. Paul Aug. 28 has booked a country show.

The Hank Williams Jr. show with Lamar Morris, the Charlie" Heart and Dolores Smiley are scheduled for this date, one of 13 to be played by this package. Others are at Anderson, Ind.; Brookfield, N. Y.; Harrington, Del.; Jamaica, Mich.; Austin, Minn.; Marietta, Ohio; Green- ville, S. C.; Gastonia, N. C.; Rochester, Concord, N. C., and Greenwood, S. C.

Dolores Smiley of Aud-Lee Attractions contracted the Minnesota Fair date with John E. Libby, secretary-general manager. In addition to the Hank Williams package, the entire show of Marty Robbins, Sonny James and Connie Smith are scheduled.

Another package consisting of Marvin Rainwater, Tommy Cash, Merle Kilgore and Pat McGinnis is slated for fairs at Altoia, Ill.; Columbus, Neb.; Avoca, Iowa; Albert Lee, Minn.; Jenningsville, Wis.; Beatrice, Neb.; Hastings, Neb., and Fairbury, Ill.

Wilma Lee and Stoney Cooper and the Clinch Mountain Clan, also booked by Aud-Lee, will play the Aug. 2 fair at Harrison, Mich. Red Foley, Pat Campbell and band will play Aug. 9-10 at Austin, Minn.

Brown Host Of Chi Show

NASHVILLE — RCA Records Jim Ed Brown has been named to host the Don McNeil "Breakfast Club" show in Chicago for two weeks beginning Monday (Oct.

This is the first time in the history of the show that a Nashville country act has been selected for this role. Victor's Wally Cochran made the arrangements with the show's producer.

Brown, whose records have gone repeatedly to the top 10 in the country charts since working solo singing, and duets with Kathy Taylor, as well as country disc jockey on the radio program.

This has to be a Chart Record from the Jewel of Paula Records

CHERYL POOL

"SWINGIN' BLUE"  b/w  "RUBY'S STOOL"

PAULA 297

LARRY SCOTT, KBBQ, BURBANK, CALIFORNIA: Triple Threat, Looks, Talent and Writes Very Well. Don't Know How She Can Miss.

MAC CURTISS, WPLO, ATLANTA, GEORGIA: Just a Matter of Time. Fantastic Performer.


Where Is Sweet Rosie Jones

when answering ads . . . Say You Saw It in BILLBOARD

MARCH 2, 1968, BILLBOARD
NEW YORK—RCA Records is issuing a three-record set of Verdi's 'Ernani,' with a cast headed by soprano Leonie Price, tenor Carlo Bergonzi, and bass Erizo Flagello. Thomas Schippers conducts the RCA Italiana Orchestra. There is no current battery of operas on the RCA label.

Red Seal also is releasing its first album in cooperation with the World Music Bank and the Arts Division of the Institute of International Education. The projected series will concentrate on first recordings and otherwise unavailable material of contemporary composers.

BOSTON—The initial LP has Igor Butekoff and the Royal Philharmonic in the recordings of Richard Rodney Bennett's 'Symphony No. 1: Arnold Baras's 'Overture to a Picnicante Romance,' and Lennox Berkeley's 'Divertimento,' both of which contain a portrait of a painting by Ethel Greene, who was the winning artist in a Boston Symphony collaboration.

The initial LP also contains the concerto of Maxean and Gregor Platinsky as well as three symphonies. In addition, Red Seal has signed a large label agreement with London's Elektra and the New York Philharmonic. This label also has signed with RCA and the Boston Symphony, the Los Angeles Symphony, and the Cleveland Orchestra.
CONCERT REVIEW
Stirring ‘Gerontius’ Given

NEW YORK — Elgar’s “The Dream of Gerontius” drew a moving performance by the Little Orchestra Society under Thomas Scherman at Philharmonic Hall on Tuesday (20) with especially strong performances by the tenor John Wakefield and baritone Renee Rosnes. Tenor John Wakefield, in the title role, gave a sensitive performance, but was overwhelmed by the high notes. The orchestra, Elgar’s “The Dream of Gerontius” at work, with text by Cardinal Newman, has only one catalog listing, a fine two-record set with Angel and Sir John Barbirolli and the Halle Orchestra. The recording soars, with Michael Jordan’s performance and the soloists, in clear direction with the Angel. Boosted in a London Records ad, she also appears on Angel, “Serenade,” by Westminster, Bach Guild, Deutsche Grammophon Archive, and Stereo-Fidelity.

Herrick, having no apparent difficulties with the bass range, sang the short roles of the Priest and the Angel of the Agony with authority. He appears on Angel, Angel and L’Oiseau-Lyre. Wakefield also has recorded on Capitol.

Pizzetti, Composer, Is Dead at Age 87

ROME — Composer Iole- brando Pizzetti died here on Feb. 13, He was 87. Among his compositions were 11 operas including “Fra Gherardo” and “Il Re di Noto” (Meyer in the Cathedral). Last year, London issued an album by Lamberto Gardelis and L’Orchestre de la Suisse Romande of Pizzetti’s “Concerto dell’estate” and incidental music from “Pinella,” the only current listings for the composer. He also composed symphonic and choral works.

RCA to Issue 3-Record “Ernani” Set


Victoria has a three-record set, the first in a series of the symphony orchestra’s series. The recording features Herta Neill, Richard Tucker, Eva Gustavson, and the London Philharmonic Orchestra under the direction of Sir Thomas Beecham.

Ninth Century Gun

Arturo Toscanini and RCA Victor lead on its 1968-1969 season with a recording of the Ninth Century Gun, the first in the series of the symphony orchestra’s series. The recording features Herta Neill, Richard Tucker, Eva Gustavson, and the London Philharmonic Orchestra under the direction of Sir Thomas Beecham.

MARCH 2, 1968, BILLBOARD
ESSEN, Germany — What is being promoted as Europe's first great folk festival for folk lore, folk songs, charmos and pop music will be held in this city Sept. 25-29.

The "International Essen Songs Days" is planned as a counterpart to the Monterey Pop Festival. The five days of non-stop music will consist of some 50 major performances, 28 workshops, and a seminar to take in- 

The International Essen Songs Days 1968 is sponsored by the city of Essen, which has invited more than 100 artists from around the globe. Countries to be represented are the United States, the Soviet Union, Italy, Spain, Britain, Ireland, Brazil, Czechoslovakia, Sweden, Denmark, Belgium and other countries.

Artists invited include Hansi Huesch, Los Inca, Paco de Lucía, the Mothers of Invention, Donovan, the Rolling Stones, Frank Zappa, the Sex Pistols, Mia Zep, Hana Hegrová, and Adriana Abravanel. The festival committee said that artists had been invited with the aim of giving representation to "all good popular music, and not any special type."

The festival will be directed by a board of 25 German and foreign pop music experts, including representatives of the United States, France, Italy, Denmark, Belgium, Brazil, Czechoslovakia.

The festival is expected to attract at least 20,000 for two mammoth concerts in the Gruga Hall, each concert to last over five hours. The concerts and other festival events will be carried by German and foreign TV stations.

A special seminar will offer five lectures with the theme "The Lie as a Form of Expression of our Time."

Electrola's Veder Sees Customs Barrier Fall Cuing Wide Shifts

By OMER ANDERSON

"This means," Veder explained, "centralization of production, equalization of prices and delivery conditions, international release of various disks, and rationalization of distribution over the Common Market area as a whole."

Veder continued, "Our parent firm, the EMI, long has been preoccupied with these problems, and we have taken various measures to obtain full advantage from the compact EMU organization in the six Common Market countries."

"Because of its central position, Cologne will play a leading role in the Common Market organization of EMI."

In general, Veder believes that 1968 will demonstrate, even more distinctly than have past years, that current conditions on the disk market favor the giant record concerns—or the small concerns with a very flexible 'customer relations' department."

Penalized More

Veder said the medium-size disk companies are penalized increasingly under present market conditions by the steadily rising cost of record production; through the high risks in connection with the fluctuation of the market; and the necessary

(Continued on page 42)

Stratford Fest Slates Wide-Ranging Program

TORONTO — The music season at the internationally known Stratford Shakespeare Festival in Stratford, Ont., this year offers a wide variety of music and artists, from the international music of Ravi Shankar to the sacred music of Duke Ellington, from such established Canadian performers to such promising young talents as pianist David Nadan.

The season opens with Duke Ellington and his orchestra in his Concert of Sacred Music at the Elgin Theatre (July 14); the Stratford Festival Orchestra conducted bypiatist John Ogden with violinist Ruggero Raimi (July 25); Van Cliburn (July 20), the Festival Orchestra conducted by Gunther Schul- der with pianist John Ogden (July 28); the Festival Orches- tra conducted by George Schieb with soprano Judith Rankin (Aug. 4); the Festival Orchestra conducted by Walter Suskind with violinist Ruggero Raimi (Aug. 11); Ravi Shankar (Aug. 13), who will play a solo recital; and the Andy Williams Show (Sept. 1), which will perform a special afternoon show of pop and light classics.

(Continued on page 42)

REPRESENTING MILLIONS of record sales in Austria, Belgium, France, Holland, Germany, Switzerland, Italy, Spain and South America singers Udo Jürgens, extreme left, Adano, second from left, and Raphael, extreme right, met Françoise Minchin, President of Pathé-Marconi, the company which distributes their records in France.

MARCH 2, 1968, BILLBOARD
From The Music Publishers of the World

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The Amsterdam editor, Laurel Grant, of Country & Western Music magazine, Monday at the Century Palace Hotel in Los Angeles, announced the dedication of a new recording project, "Laurel's Garden," to aid the establishment of the Society of Composers and Authors. The record, "Laurel's Garden," will be released on May 1st, and will feature an all-star cast of musicians, including LaVern Baker, Red Sovine, and the Everly Brothers.

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The Belgian publisher, Henk Van Rooijen, of Decca Records, has announced the release of a new album, "Vandaag en Morgen," featuring the work of 20 Belgian composers. The album will be released on March 1st, and will be available at all major record stores.

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The Dutch publisher, H. J. Kuijpers, of Polygram, has announced the release of a new album, "Schoonheid en Liefde," featuring the work of 10 Dutch composers. The album will be released on April 1st, and will be available at all major record stores.

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The French publisher, Michel Dupont, of Disques Polydor, has announced the release of a new album, "Les Chansons de l'Amour," featuring the work of 10 French composers. The album will be released on May 1st, and will be available at all major record stores.

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The German publisher, Hans-Joachim Riemer, of Deutsche Grammophon, has announced the release of a new album, "Die Helden," featuring the work of 10 German composers. The album will be released on June 1st, and will be available at all major record stores.

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The Italian publisher, Ennio Morricone, of Polydor International, has announced the release of a new album, "Il Mondo," featuring the work of 10 Italian composers. The album will be released on July 1st, and will be available at all major record stores.
Yamaha to Enter CARtridge Field?

LOS ANGELES — Involvement in the tape CARtridge industry is on the horizon for Yamaha. The firm is a widely diversified company manufacturing motorcycles, instruments, motors and boats.

Yamaha is looking into the tape cartridge market with eye towards producing cassette, reel-to-reel, 4- and 8-track player equipment. The international firm also is considering manufacturing its own blank tape. To broaden its scope in the home entertainment leisure time market, Yamaha plans to enter the U.S. market this year with a line of audio and high fidelity systems and components.

Paul R. Abbey, manager of the newly created audio production division, will meet corporate executives in Japan to present a program on the home entertainment field and the tape cartridge market.

"There are still many 'ifs' to work out before we make any announcement on exactly what we plan in the tape cartridge area," says Abbey. "But there is certainly no secret we're seriously investigating the market."

Abbey, formerly vice-president and general manager of American and Japanese clients, hopes for the company's home entertainment industries will also concern the accessory field, from "tapes to head phones." Currently Yamaha produces pianos, organs, string and wind instruments.

Hideto Eguchi, vice-president and general manager of Yamaha Intl. Corp., Montebello, Calif., declared to state specifically what items would first be offered for sale in the U.S. but said a number of items would be on display at the CES show. (Continued on page 48)

13 Pubs Sue Duping Firms On W. Coast

LOS ANGELES — Thirteen publishers have filed suit in U.S. district court here naming a score of tape cartridge duplicating firms as defendants in an action charging illegal violation of the federal copyright act.

Plaintiffs in the action, in separate complaints, are Alex and Irving Music; Charles Trouse; Edwin H. Morris; Collens Music; Dean Street Music; Regent Music; Mumper Music; Santa Barbara Music; Tangerine Music; Trousdale Music; and Waha Music.


These Southern California companies are charged with an unauthorized duplication of copyrighted material from three albums: "Sounds Like," by Herb Alpert and the Tijuana Brass; "In Crowd," by the Association and the Doors.

The suit was filed by attorney Robert Gardens representing the Harry Fox Office who asks that the defendants be enjoined during the action and permanently from infringing on the copyrights by mechanically reproducing the songs on tape. Complaints also ask for an accounting and that royalties be paid plus damages three times the amount of royalties.

Modern Tape in Cassette Set-Up

LOS ANGELES — Modern Tape Corp., which entered the 4- and 8-track market last year, will have a new cassette operation ready within a month.

One master and 10 slaves will be used initially, says Saul Bihari of the Kent / Modern Records operation which runs the cartridge duplicating wing. Bihari insists that all labels have already contacted the firm about duplicating cassette products. Its clients include a number of small labels, its own rhythm division which produces 4-track and 8-track sampler tapes for Packard Bell, according to Bihari.

Dotto Records, for example, spends around $6,000 a month with Modern in 4- and 8-track duplication. The Biharis have just worked out an arrangement with Jack Rosen, a local plastics casing manufacturer to produce their 4- and 8-track cartridge casings.
A buck in the hand is no longer worth

An open letter to you record companies who were hedging your bets up to now because you weren't sure the tape cartridge business would make it.

A year ago, it was a good hedge bet for a record company to get a tape duplicator with music distribution outlets to come up with a cash advance for its music rights. The record company signed a contract for a year or longer. And got some money right away. The duplicator took the gamble; he bet he could sell the record company's music in tape cartridges through his own distribution outlets.

The record company didn't have to gamble an investment in making its own cartridges or using its own sales organization. Everyone was happy. Especially the duplicator, because he was not only making a profit from duplicating, but also an additional profit on distributing the music to the same outlets the record company covered.

Meanwhile, back at the ranch, Stereodyne had set itself up as a duplicator with a different point of view. It was betting that the tape cartridge business would make it.

Stereodyne was betting that record companies would want to make the distribution profit themselves. Record companies already had sales organizations and distribution outlets established. Ultimately, the record companies would find that they were absorbing the cost of two selling organizations... theirs and some duplicator's... that covered basically the same trade. And, that doubled cost of sales, when removed, would result in a huge increase in their profits from tape cartridges.

During this past year Stereodyne has been doing business with record companies who have not hedged their bet.
two tapes in the cartridge

The resultant added profit to those companies has been mutually pleasurable, because it has turned Stereodyne into the largest independent duplicator in the country.

When record companies contract with Stereodyne for duplicating, they retain the rights to their own music. They furnish Stereodyne the masters, and get a completely packaged and saleable product. The best finished end product in the industry. These companies sell the tape cartridges with their own sales organization to their established outlets. In many cases distribution has been expanded to include specialty houses.

These record companies already had a selling cost; adding tape cartridge sales to their force was nowhere near as costly as giving the sales rights to someone else. The result has been profits that amount to hundreds of thousands of dollars more each year because they do it that way.

Stereodyne does not have a retail sales organization and isn't interested in competing with the record companies. It wasn't set up that way. Stereodyne is engineering and marketing oriented, in that order. It has concentrated on advances in sound engineering and duplicating quality. It was because quality of product was so important that the Dynapak cartridge was developed—the first guaranteed, no-return cartridge in the tape industry. We reasoned ... why put the best sound in the industry into cartridges that often foul up? The result ... Dynapak... guarantees that our duplicating skill will never be blamed for someone else's failure.

If the industry's volume of business today hasn't shown you that the tape cartridge industry is here to stay, come take a look at our business and we'll prove it to you.

The time to hedge is past. The time for real profits is now. Why give away your distribution rights ... look behind the front money. Unless you are in tape cartridge sales and distribution, you're not really in the tape cartridge business with both feet.

Jump in. The water's fine. We're sure you'll end up being as happy in it as we are.

Stereodyne Inc.
2810 Elliott—Troy, Mich. 48084
(Area 313) 585-1440
TWX 810-325-1524
STEREODYNE LTD.
20 Belva Road, Toronto 14,
Ontario, Canada
(Area 416) 252-2179
TWX 610-492-2573
POPAC Trophy to Ampex Display —Pilfer-Prevention Unit Unveiled

CHICAGO — Ampex Stereo Tape has introduced a second-generation display for prerecorded cassettes and has won an appraisal from other major distributors for the unit's new pilfer-prevention feature.

The display was awarded a first place trophy at the Point of Purchase Advertising Institute (POPAI) show here recently.

The basic idea for the new display was conceived by AST marketing manager William Catfield and was developed by the design firm Frank Mayer & Associates, Grafton, Wis.

The patented pilfer-prevention feature utilizes a pin that passes through two holes molded in the cassette cases. Ampex reported that Mercury and General Recorded Tapes (GRT) have agreed to have the holes molded in the cases for their cassettes to permit display of their product in Ampex units.

The pin permits the customer to flip through the display of cassettes reverting in lazy-Susan manner, viewing both sides of the package. All the cassettes become removable from the case when the clerk flips a single lever at the top.

Circular Modules

The display utilizes circular modules, each containing 40 cassettes. The modules may be stacked to increase the capacity to 120 cartridges, and Ampex is developing a unit that will accommodate virtually an unlimited number of cassettes.

“Our merchandising department faced several problems in designing the new display,” said AST manager Don Hall. “Some of the factors involved were the small size of the cassette which makes it easy to pilfer, coupled with its relatively high cost; lack of research on dealer display needs because the industry is in its infancy; the need for maximum facing area in a minimum amount of counter space and the necessity for permitting the customer to browse and choose selections without removing the cassette.”

Good Taste

Hall explained that the pilfer-control feature “was extremely important, yet it had to be done in good taste. The present method of marketing behind locked glass doors prevented any browsing and also blocked the viewing of the face graphics which are an important part of the package.”

Said Hall: “A display was required that would permit the customer to browse to stimulate impulse sales. And our new display accomplishes this.”

The unit is now available through Ampex distributors.

CHANNEL your FIDELIPAC. TelePac

You can't buy a better tape at any price!

And— you

make more, much more, with Irish!

Complete line of cassettes, 4 and 8 track cartridge tape, reel to reel tape and 12 and 16 inch video tapes.

Write for complete details.

IRISH TAPE
48 Broadway, N.Y.

SOUTH'S LARGEST TAPE
ONE-STOP 4 AND 8 TRACK STEREO CARTRIDGE TAPES

One day service. Complete inventory all lines. All orders shipped same day.

Write, Phone, Wire or Call Collect.

STAN'S
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(911) 425-7182

www.americanradiohistory.com
Traffic? You’ll get it. With Borg-Warner’s little gem, the Solid State Eight.

It’s eye-catching: a beautiful pebble-grain black finish with chrome accents. It sounds great: with a completely solid-state system and high-response stereo speakers. It’s easy to use: with either automatic or manual track selection.

And, it’s easy to install. Fits virtually any car in a matter of minutes.

And, it’s got a great name. Made by the same people who bring you the Cart-A-tune™ battery-operated portable, and the Cart/able 8™ takealong stereo system: Borg-Warner.

Best for sound. Best for style. Best for quality.


SPRING DIVISION, BORG-WARNER CORPORATION, BELLWOOD, ILLINOIS
Collectors Discover Dealer

KANSAS CITY, Mo. — "Collectors are becoming increasingly important people to us," said Barton Zinder, owner of Mr. Z's Record Shop here. Aiming for the ripe profit potential represented by collectors of old and new singles has been a long-time profitable specialty of the downtown operation. Un- known to many record buyers who bought the shop four years ago, the pursuit for the collector dollars has intensified.

With a $12,000 stock of singles that runs the gamut, the shop draws a sizable business in mail orders from the entire Kansas-Missouri trade territory as well as points over the entire country. And the extensive front-stocked section devoted to collector-type singles also attracts steady in-person traffic from a wide outlying area.

"We bill ourselves in advertising as 'Collectors Haven,'" said Zinder, "and get gratifying result from coverage of downtown stores, shops, hotels and motels. "Building an image for having the different, the things no one else stocks has always characterized Mr. Z's and we're trying hard to put a higher gloss on that image," he said. "For example, we're building a substantial inventory of foreign records — stuff from Italy, Germany, South America and the like. This is a ripe, untapped field locally and we think it gives us a visual and image something extra." A year ago, the business was relocated from a downtown side street to a location on Grand Avenue, a main traffic artery.

The display arrangement in the new quarters is improved and permits the owner to introduce several special refinements. For example, at Yuletide, a large pegboard-appointed section of wall was employed to show off the wide selection of Christmas albums. Concentrating the entire selection in one area promoted easy customer-inspection and the shop turned in a record-breaking Christmas volume. Some 500 Christmas albums went on display the week before Thanksgiving and 90 percent of the stock was turned before Christmas.

Walls

With the chance to get more merchandising out on walls, the Kansas Cityan recently introduced a new section dubbed "Great Hits of Leading Artists." Here the pegboard wall area features 92 different selections — from jazz to pop — of some of the best artists. Some of this stuff is old, some brand-new, changed monthly. Zinder said that customers are gravitating naturally to this area and their ability to find the Great Hits — some of their favorites (Como, 20th Century Fox) encourages impulse sales.

A record distributing company head before he entered the retail field, Zinder looks for rock to come on ever stronger in 1968. This style music has accounted for a top heavy portion of the volume for the

Collectors Discover Dealer

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With a $12,000 stock of singles that runs the gamut, the shop draws a sizable business in mail orders from the entire Kansas-Missouri trade territory as well as points over the entire country. And the extensive front-stocked section devoted to collector-type singles also attracts steady in-person traffic from a wide outlying area.

"We bill ourselves in advertising as 'Collectors Haven,'" said Zinder, "and get gratifying result from coverage of downtown stores, shops, hotels and motels. "Building an image for having the different, the things no one else stocks has always characterized Mr. Z's and we're trying hard to put a higher gloss on that image," he said. "For example, we're building a substantial inventory of foreign records — stuff from Italy, Germany, South America and the like. This is a ripe, untapped field locally and we think it gives us a visual and image something extra." A year ago, the business was relocated from a downtown side street to a location on Grand Avenue, a main traffic artery.

The display arrangement in the new quarters is improved and permits the owner to introduce several special refinements. For example, at Yuletide, a large pegboard-appointed section of wall was employed to show off the wide selection of Christmas albums. Concentrating the entire selection in one area promoted easy customer-inspection and the shop turned in a record-breaking Christmas volume. Some 500 Christmas albums went on display the week before Thanksgiving and 90 percent of the stock was turned before Christmas.

Walls

With the chance to get more merchandising out on walls, the Kansas Cityan recently introduced a new section dubbed "Great Hits of Leading Artists." Here the pegboard wall area features 92 different selections — from jazz to pop — of some of the best artists. Some of this stuff is old, some brand-new, changed monthly. Zinder said that customers are gravitating naturally to this area and their ability to find the Great Hits — some of their favorites (Como, 20th Century Fox) encourages impulse sales.

A record distributing company head before he entered the retail field, Zinder looks for rock to come on ever stronger in 1968. This style music has accounted for a top heavy portion of the volume for the

65 Titles From Ampex
In Open-Reel for March

CHICAGO — Ampex Stereo Tape Director Bill Bishop reported that for March the company will release 65 titles from the labels Rock, folk, jazz, pop and classical titles have been selected for the release.

several years at the shop and he

We DO!

We're proud of the fact that we have lived through several wars and as many depressions and here we are today producing record and tape cartridges and record cases. Cases that appeal to the crowd that's tuned in on today's record bonanza.

Take Amberg's OP-ART Cases. A range of designs and colors to suit teens and young adults alike. Sturdily-built and covered with genuine Kidar plastic-coated, water-resistant material — the same as that used to cover luggage. Trimmed in nickel with clear plastic handles. A swinging case for any collection.

For the latest in Record or Tape Cases, write the company that's had 100 years growing young. Or better yet, give us a call collect at 815-933-3851 or the name of your nearest distributor. You'll be pleased with the profit!
Motorola Steps Out Product Plethora Treadmill: Reavey

HOUSTON — "We seem to be on a treadmill in this industry, and to preserve the profit so far we've learned to apply either the highest levels of distribution, it is time something is said about the plethora of products that confuse not only the customer but also the dealer," said Edward P. Reavey Jr., vice-president of marketing for the television division of Motorola, Inc., at the recent meeting of the National Association of Television Dealers Association here.

Reavey said Motorola would like to help retailers with the "product profusion — confusion" by cutting out the middleman in the retail market. The division, according to Reavey, would make it possible for several categories as television or stereo products will be sold direct from the factory to the consumer.

"Speaking of product concentration and profit, let me parenthetically state that I feel a lot of you have lost touch with your customer, Reavey said, as is the average retailer's desire for the product he really wants. Sometimes we get too carried away with concentration on leaders and derivatives and specially priced goods which are not always the right things for the retailer to take a look at what's really going on.

"For example, in markets in which we are now concentrating and will sell more $1000 transistor color sets than we do the $600 range models. The average selling price of television is in the mid-$500 area, so a lot of sales are being made above that point. In fact, something like 40 percent of the total sales are going for over $600 at retail."

Cost

"You are concerned about the cost of inventory, growing need for more sophisticated service, shortage of available live space and sales or profit return per square foot of that space; you do not know the proper way to show your salesmen informed on every product in every line. It is an error to think that every man at the factory can't keep up with the inventory..." we can expect you retailers to keep intelligently informed with these the lines that are most important, and the consumer is bewildered.

"We have been going through the number of models in our color television line but also in our line of stereophonic products. It does not mean that we will not offer you more than ten stereophonic lines. The introduction of a cabinet of colors styles and finishes that will make it easy to replace all our lines. It is this total range selection which is considered. It does mean we are not going to reduce the number of models down to manageable proportions.

MARCH 2, 1968, BILLBOARD
The fine jacket brings to a full (Boehm). Count Saxon, the Duke of Richmond, excellent and immediate (S). His handling of the orchestra is sweet.

Dave Grice, one of the most important workers in the field of symphonic music, has left a wonderful legacy with his work. He directed a fine ensemble under the leadership of John Sibelius, performed with the Prague Chamber Orchestra. His first album, "The Happy Time," is given fine readings.

This story of the breastwork child is told with much love and unification. Voices of Flame, Maria Luisa, among the soloists, and the Hallelujah Choral are brilliant.

Many of the symphonies, this time in the "Symphonic Intermezzo."
**Action Records**

**Special Merit Picks**

**POPULAR**

**RELIGIOUS**

**INTERNATIONAL**

**Festival Music for Organs with Brass**

**JAZZ**

**Blues and Things**

**Spoken Word**

**Children's Soundtrack**

**A Night in Sicily**

**More Album Reviews**

**Help Fight Crippling**

---

**Albums**

**National Breakouts**

No National Breakouts this week.

**New Action LP's**

The Drifter's Golden Hits...

Atlantic 4525 (M); SD 1195 (D)

Don't Have to Say You Love Me...

Jerry Vale, Columbia CL 7774 (N); CS 9574 (S)

Golden Duets...

Petticoats & Harp, Decca TELM 3007 (N); TES 4007 (S)

How Now Dow Jones...

Original Cast, RCA Victor 1142 (N); LSO 1142 (S)

We Can Fly...

Cowell's, MGM E 4534 (M); SE 4534 (S)

**Album Review Ranking**

**Star Performer Spotlight**

*Eyes of the Beacan Street Union*...

*Blue Cheer*...

*Coin*...

*Country*...

*Classical*...

**Special Merit**

West Wind's *Heavenly* which is currently leading in the commercial success with their respective categories of music.

---

**Blood from Red Cross Saves Lives**

MARCH 2, 1968, BILLBOARD
Introducing
TOM JONES' new exhilarating single
DELILAH

New York Copacabana through Feb. 28
Las Vegas Flamingo Hotel March 21 - April 17
Red Skelton Show - March 12
Jonathan Winters Show - March 27

Musical Director - Les Reed
Producer - Peter Sullivan
Executive Producer - Gordon Mills
Composed by Les Reed & Barry Mason
Every-body's Irish.
Just as sure as there's a St. Patty's Day. And here are just the albums to make a green day out of it. Big-selling popular artists doing timeless hits. Sure 'n' they're on COLUMBIA RECORDS.

**New Album Releases**

*Continued from page 44*

- **DECCA**
  - THE JOHNNY HERRING WAY, OL 4960, DL 2406
- **DGG**
  - DECCAS SEASONAL SONGS OF LONG AGO, 4000, BPL 7004, SD
  - ROYAL WINDSOR, MILTON, YATES JOHNSTON & PARR SONGS: PK 7002 15
- **RCA VICTOR**
  - THE FARE-SIDED PRINCES, 180, KPL 8001
  - THE RAINBOW, LSC 1144, LSC 1245

**EASY LISTENING**

These are fast selling middle-of-the-road singles compiled from national retail sales and radio airplay are your guide to retail success.

<table>
<thead>
<tr>
<th>No.</th>
<th>TITLES, Artist, Label &amp; Member</th>
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<tr>
<td>1</td>
<td>LOVE IS BLUE, Paul Mauriat, Poly 44059 (Columbia, ASCAP)</td>
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<td>2</td>
<td>TO EACH HIS OWN, Frankie Lane, AL 1102 (Pommette, ASCAP)</td>
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<td>LOVE IS BLUE, At Martins, Capitol 2102 (Columbia, ASCAP)</td>
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<td>COME FROM AWAY, Dionne Warwick, MCA 1202 (Columbia, ASCAP)</td>
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<td>IF YOU EVER LEAVE ME, Jack Jones, Capitol 1051 (Columbia, ASCAP)</td>
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<td>6</td>
<td>DONT TELL MY HEART TO STOP, Joy Lovin', Poly 44061 (Columbia, ASCAP)</td>
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<td>7</td>
<td>CHANGE, Ray Connelly, Columbia 44061 (Columbia, ASCAP)</td>
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<td>CARMEN, Al Hirt &amp; The Tucson Brass, AAB 903 (Vanguard, BMI)</td>
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<td>Goin' Out of My Head, Tanya Tucker, Poly 44071 (Columbia, ASCAP)</td>
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<td>I'M IN THE SUNSHINE, Barry &amp; Llew, Capitol 3083 (Bell, ASCAP)</td>
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<td>KEEP THE BALL ROLLING, Tom Jones, Capitol 2107 (Columbia, ASCAP)</td>
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<td>SOUL COATIN', Anne Collins, Capitol 3089 (Columbia, ASCAP)</td>
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<td>WE CAN FLY, Eddy Howard, MGM 13086 (Charlton/Local, BMI)</td>
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<td>THE LESSON, Vicky Carr, Poly 44082 (Columbia, ASCAP)</td>
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<td>I'M THAT EASY TO FORGET, Frank Ifield, Poly 44093 (Columbia, BMI)</td>
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<td>JUST AS MUCH AS EVER, Bobby Vinton, Cap 10108 (Luxembourg, BMI)</td>
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<td>I'VE GOT TO BE ME, Deana Carter, Columbia 1001 (Universal ASCAP)</td>
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<td>MISSION, Impossible, Lee Daniel, Poly 44099 (Columbia, BMI)</td>
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<td>I TAUGHT HIM EVERYTHING HE KNOWS 2, Our Lady, Capitol 2007 (Pathfinder)</td>
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<td>FATHER OF GIRLS, Harry James, RCA Victor 47448 (Columbia, BMI)</td>
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<td>KISS ME GOODBYE, Perry Como, RCA Victor 47450 (Columbia, BMI)</td>
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<td>THE GOOD, THE BAD &amp; THE UGLY, Peter Nero, RCA Victor 47453 (Columbia, BMI)</td>
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<td>I SAY A LITTLE PRAYER, Frank Sinatra, MGM 1204 (MGM, BMI)</td>
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<td>I BELIEVE I'M ME, Jimmie Rodgers, AAB 903 (Avis, ASCAP)</td>
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<td>I WANT TO SEE YOU, Margaret Whiting, London 119 (MGM, BMI)</td>
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<td>ALL THE TIME, Margaret Whiting, London 119 (MGM, BMI)</td>
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<td>HEY LITTLE ONE, Glen Campbell, Capitol 2076 (Shepman, BMI)</td>
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<td>LITTLE GREEN APPLES, Roger Miller, Smash 214 (Musicor, ASCAP)</td>
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<td>HERE COMES THE RAIN BABY, Billy &amp; The Kids, Poly 44073 (Columbia, BMI)</td>
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<td>SALLY WALKED OLD GIRL, Tomp Lovel, Mercury 60103 (Columbia, BMI)</td>
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<td>WITH A LITTLE HELP FROM MY FRIENDS, Sarah Vaughan &amp; Brazil '66, AAB 910 (Avis, ASCAP)</td>
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<td>EVERYTHING THAT TOUCHES YOU, Margaret Whiting, London 119 (MGM, BMI)</td>
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<td>IT KEEPS RIGHT ON A HUNTING, Margaret Whiting, London 119 (MGM, BMI)</td>
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<td>SUNDAY MORNING, Steps &amp; A Corp, Mercury 72470 (United, BMI)</td>
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<td>35</td>
<td>ELVIS CLOVER, Carmen McRae, Atlantic 2485 (Minit, BMI)</td>
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LIMITED EDITION

By Special agreement we have published only 20,000 copies of this new and exciting album by the Human Beinz. No more can be, or will be available.

First Come—First Sold on this collectors item album.

The

HUMAN BEINZ

with the Mammals

Call your nearest Gateway Distributor or Write

GATEWAY RECORDINGS, INC.
Investment Building
Pittsburgh, Pa. 15222

BILBOARD WILL BE AT NARM*

... with a Special 10th Anniversary Salute. Unprecedented, detailed editorial combine with pertinent market statistics for a complete chronicle of NARM and its growth to the greatest force in record merchandising ... from 12,000 outlets a decade ago ... to 35,000 strong today.

March 23 Billboard will be significant ... be certain you're there.

Closing March 13.

*March 17-22, Hotel Diplomat, Hollywood, Florida
**SPECIAL MENTAL SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and dealers.

**TMYNE BENNETT—Fools—Columbia, BMI.** Bennett's version of the newly popular line dance workout of the same name is a strong, new trend setter.

**JANNETT VAN MILLER—Shake Your Love (Bennett) (Writers: Ann &岫 quienes) BMI.** A solid, strong rhythm and blues ride which will be heard by the masses.

**MATT NELSON—Don't Do This Again (Writers: Nelson & Warren) ASCAP.** A hard-driving, fist-pumping bopper that will be heard by the masses.

**RICKY SULLIVAN—Hey, Hey (Writers: Sullivan & Williams) BMI.** A strong, new trend setter in the rhythm and blues genre.

**LINDA LINDSAY—How Can You Kill Me Now (Writers: Lindsay & Lion) BMI.** A strong, new trend setter in the rhythm and blues genre.

**JANETTE RODGERS—I've Got the World in My Hands (Writers: Rodgers & Rodgers) BMI.** A strong, new trend setter in the rhythm and blues genre.

**MARGARET BROWN—Take the Day Off (Writers: Brown & Brown) BMI.** A strong, new trend setter in the rhythm and blues genre.

**SAM MYERS—Bring the Rain (Writers: Myers & Myers) BMI.** A strong, new trend setter in the rhythm and blues genre.

**PAT MCMAHON—I'll Take Care of You (Writers: McMahon & McMahon) BMI.** A strong, new trend setter in the rhythm and blues genre.

**KELLY RODGERS—Hey, Hey (Writers: Rodgers & Rodgers) BMI.** A strong, new trend setter in the rhythm and blues genre.

**TAMMY PETERS—Hey, Hey (Writers: Peters & Peters) BMI.** A strong, new trend setter in the rhythm and blues genre.

**LINDA LINDSAY—Take the Day Off (Writers: Lindsay & Lion) BMI.** A strong, new trend setter in the rhythm and blues genre.

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"PLAYBOY"

TRX-5006

GENE & DEBBE

PLAYBOY IS A HIT!
PLAYBOY IS
PLAYBOY
PLAY.... AND YOU DID!
BOY! DO WE HAVE A HIT!

P.S: DJ'S, Racks and One Stop!
Watch for our coming LP!

Writer — Gene Thomas
Producer — Don Gant
Publisher — Acuff-Rose
Management — Jay Boyette

Houston, Texas
Ph: (713) 869-7912

Acuff Rose
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Compiled from National Detail Sheets by the Music Productivity Chart Department and the Record Market Research Department of Billboard.

Top L.P.'s Awarded RIAA seal for sales of 1 million dollars at manufacturer's suggested retail price. RIAA seal will only be available and applicable to all manufacturers.

**Top L.P.'s continued on page 62**

MARCH 2, 1968, BILLBOARD
The Biggest Bloomin' Movie Musical of the Year is a Razzlin' Dazzlin' Victor Soundtrack Album!

LOC/LSO-1146
FROM THE PARAMOUNT PICTURE

The Razzlin', Dazzlin' promotion includes national magazine ads, a major market newspaper ad campaign, ad mats, radio spots, bright point-of-sale pieces and stickers, and a full-scale promotion tour for the film and the album by Tommy Steele!
BLUE CHEER
IS HEAVY.
COSMIC. KINETIC.
IT AFFECTS THE
VISUAL AND
PHYSICAL SENSES.
SPIRITUALLY
AWARE.

AND WE HAVE ALREADY SOLD 100,000 ALBUMS

PHILIPS

Current single: BLUE CHEER / SUMMERTIME BLUES 45/55
Produced by the "Vince" Bros.

VINGEBUS

PHILIPS RECORDS / A DIVISION OF MERCURY RECORD PRODUCTIONS INCORPORATED
Liberty records welcomes a truly great artist to the Liberty label... MEL TORME with his first single release "A DAY IN THE LIFE OF BONNIE & CLYDE."
This "Blue" is in the Black...
and then some!

A fantastic single, now a best-selling album.

Love Is Blue
Manny Kellem
His Orchestra & Voices

An Exciting new Album on...
Once in a while, somebody does something that is out of the mainstream, and this album is one of those things. It's an example of a unique, creative effort by an individual. Not to make a comparison, but... it's like Catcher in the Rye, Lenny Bruce, Sergeant Pepper and King Kong... all those other things that knock me out.

Murray is my friend, and I am proud to be associated with him and what he's done here. I think it's wild, and I'm sure you will want to play it for a lot of your friends, as I have.

TOM SMOHERS

TETRAGRAMMATON RECORDS
A Division of THE CAMPBELL, SILVER, COSBY CORPORATION
359 NORTH CANON DRIVE, BEVERLY HILLS, CALIFORNIA 90210 (213) CRESTVIEW 8-7680
ROY SILVER / ARTHUR MOGULL

www.americanradiohistory.com
TV Film Key Outlet
As Artist Promoter

BY HANK FOX

NEW YORK—An audience of 40 million teen-agers, potential singles buyers, is rapidly establishing video exposure of recording artists via film as a major promotion tool. As radio programming remains tight, record companies are breaking singles on TV with no radio airplay.

"We've been experimenting with different methods and media for years," said Fred Frank, Epic Records' national promotion manager, "but this is the best area we've touched upon." Epic Records, one of several companies moving heavily into film promotion, has already broken two singles of unknown groups by way of TV film promotion: "Run, Run, Run," by the Third Rail and "Dance to the Music," by Sly and the Family Stone. RCA Records, another company in the forefront of television film promotion, is now gearing production for several of the label's artists, with the pitch aimed at the performers' album product (Billboard, July 22, 1967, and Feb. 10, 1968).

While Frank could not divulge the amount of promotion money being allocated to film promotion, he said that the company has slated millions of dollars for film work. The Teenagers, for one, are currently shooting footage for their "Suddenly You Love Me" single and Georgie Fame, who is on a national promotion tour, is using his film to complement his exposure.

(Continued on page 8)

April-Blackwood Into
3-Pronged Offensive

By MIKE GROSS

NEW YORK — Neil Anderson, who took over as vice-president of April-Blackwood last June, is now steering his publishing firm's into the "new music business."

It's Anderson's theory that a music publisher no longer operates solely in the area of acquiring songs and shooting for a recording audience. There are three areas of operation today, says Anderson, and the nature of the modern music business is such that it demands a publisher's total participation in all three. The three areas, according to Anderson, are the acquisition of staff writers, effort in fields such as Broadway scores and movie songs and formation of a production outlet with self-contained artists who can write, perform and produce their own records. "A production company," says Anderson, "is an absolute necessity for a modern publishing operation because it's getting too difficult to market songs to a record company since so many artists have developed their own sources for material.

Anderson recently set up Daylight Productions to expedite his publishing firm's recording needs. It's paid off already with the click of "Storybook Children" on Atlantic Records. The disk, performed by Billy Vera and Johnnie Ray, was produced by Anderson.

Producers Offer
Pkg. to Lure Mfr.

By CLAUDE BALL

NEW YORK — The trend in the independent record production field is growing. Today many producers offer the record company such extras as photography, art work and album cover design, promotion and publicity, as well as the artist and the master. Wes Farrell, who produces Every Mother's Son, the Good & Plenty, and the Beacon St. Union, among others, has spent up to $20,000 developing such a "package" before approaching a record company.

"Bringing an artist or a group to a label in a total form gives (Continued on page 10)

Jazz Punch Gives
Pop New Wallop

BY ELIOT TIEGEL

LOS ANGELES — Jazz musicians are moving into the pop scene. And, concurrently, pop and hippie groups are using jazz techniques in building, what many consider to be, a new form of jazz.

The jazz film's two top work ing band leaders, Count Basie and Duke Ellington, are now performing with pop vocalists. Basie has recorded with Jackie Wilson (Brunswick) and the Mills Brothers (Dot) and Ellington has recently recorded with Frank Sinatra (Reprise).

Basie's first single with Wilson, "Up Tight," is already winning air play on rhythm and blues stations. The album is due later this spring.

Although Basie's arrangements of the old Stevie Wonder hit offer the commercial insurance of a strong guitar sound, the band's familiar precision section work is very much in evidence.

Basie's band is probably reaching more young people than any time in the past 10 years because of his work on the single with Jackie Wilson. His just released album with the Miles Brothers is providing (Continued on page 19)

AFM Attacks
Shady Mgrs.

LOS ANGELES—The American Federation of Musicians, Local 47, is declaring war on unscrupulous managers who have been taking advantage of young rock 'n roll musicians.

"Musicians are being victimized by managers who practice (Continued on page 12)
What are all these Victor artists doing together?

doing great!

Maxine Brown, formerly one of The Browns, making her debut as a single artist. "UNDER THE INFLUENCE OF LOVE" c/w "Never Love Again" Chart Records* #59-1024

Norma Jean following up her hit "Heaven Help the Working Girl": "TRUCK DRIVING WOMAN" c/w "Supper Time" #9466

Stone Country—a West Coast rock group—appearing at the Ice House, performing:
"LOVE PSALM" c/w "Magnolias" #9472

Beverly Ann is swinging for today as only a teeny-bopper can. "YOU'VE GOT YOUR MIND ON OTHER THINGS" c/w "Until You" #9468

Sergio Franchi coming on in his driving upper register.
"TIME ALONE WILL TELL" c/w "I'm a Fool to Want You" #9471

Vernon Oxford singing with his true down-home country style.
"THIS WOMAN IS MINE" c/w "Touch of God's Hands" #9467

*Manufactured and distributed by RCA
Folkways Goes Mod
In Cover, Marketing

NEW YORK — Folkways is contemplating its first line of recorded materials, a major shift in the company's content and marketing strategy. This development is the result of a significant investment by the company's new owners, the American Federation of Musicians (AFM). The new line of covers will be marketed through Folkways' established distribution network.

The new covers will feature contemporary artists and composers, including well-known figures from the world of jazz and popular music. The goal is to create a line of covers that reflects the diversity and breadth of Folkways' catalog, while also highlighting the company's commitment to social and political issues.

Report Cameo Being Probed By the SEC

NEW YORK—Cameo/Parkway Records failed to open on the American Stock Exchange last week (19-23). Trading on the C/E stock was halted Feb. 16.

It's been reported that the Securities and Exchange Commission is conducting a broad investigation of the company. The SEC has already claimed that any stockholders who have traded in the company's stock recently are subject to divestiture orders. The SEC has also demanded that all stockholders provide their names and addresses.

Ishmael Sets Up Foreign Outlets

LOS ANGELES — Ishmael Music (Glen Camp, head), publisher of White Whale Records, will open a new office in Paris, France, under the aegis of the French newsletter and distributor, the French Ame- nage Musicale Internationale. In France and Belgium, the office will be under the control of the Spanish and Portuguese, and Music International, and the Portuguese. Folks in Portugal. White Whale Records, which has been a major success in Portugal, will now be distributed in Portugal.

Pacific Ocean Set

LOS ANGELES — Joe Louis Walker, singer and guitarist, and the popular act of the same name, have formed Pacific Ocean Records, a record-publishing/artist management company. Joe Louis Walker has been a popular act in the American music scene for several years.

PINCUS GETS 2 POPP SONGS

NEW YORK — Publisher George Pincus has acquired the American and Canadian rights to two popular songs written by Andre Popp. Pincus acquired the rights to "Love Is Blue," the top tune on the Pops chart, and "Morning in San Remo." The Pops, on which "Morning in San Remo" was published, has a recorded music chart. The Pops will now be available in the U.S.

600 Spoken Word Records
Bow McGraw-Hill Library

BY FRED KIRBY

NEW YORK — The McGraw-Hill Library has just reached a milestone in the world of recorded materials. The 600th spoken word record has been released.

Some of the notable names in the industry are being promised awards this year (20-26) for the creation of outstanding new materials. In the past, most of these awards have been presented by the American Academy of Records Arts and Sciences. The Academy's dinner is the most prestigious academic event in the industry.

Top-Drawer Names to Be Presenters at NARAS Fete

NEW YORK — Some of the most well-known names in the record industry will be presenting awards at the annual National Academy of Recording Arts and Sciences dinner. The Academy's dinner is the most prestigious academic event in the industry.

The list of presenters includes Henry Mancini, Carol Burnett, Mel Carter, Tex Williams, Lynn Anderson, Anita Kerr, Brenda King, Sally Field, Bucky Williams, and more. A special guest will be announced at the event.

Listeners in Hollywood include Henry Mancini, Carol Burnett, Mel Carter, Tex Williams, Lynn Anderson, Anita Kerr, Brenda King, Sally Field, Bucky Williams, and more. A special guest will be announced at the event.

Atlantic Hits Peak Single Orders

NEW YORK — Atlantic Records reached a high in single orders last week with the release of "I'm Feeling Fine," which sold over 1,000,000 copies. The precedent sales spurt was recorded by Aretha Franklin's "Sweet Sweet Baby." Since You've Been Gone," which topped the chart last week, has sold over 2,000,000 copies. "I'm Feeling Fine," which topped the chart last week, has sold over 1,000,000 copies. The precedent sales spurt was recorded by Aretha Franklin's "Sweet Sweet Baby." Since You've Been Gone," which topped the chart last week, has sold over 2,000,000 copies. "I'm Feeling Fine," which topped the chart last week, has sold over 1,000,000 copies. The precedent sales spurt was recorded by Aretha Franklin's "Sweet Sweet Baby." Since You've Been Gone," which topped the chart last week, has sold over 2,000,000 copies. "I'm Feeling Fine," which topped the chart last week, has sold over 1,000,000 copies. The precedent sales spurt was recorded by Aretha Franklin's "Sweet Sweet Baby." Since You've Been Gone," which tops...
NARM Parley: Fete Nightly

NEW YORK — During each evening of the upcoming 10th annual NARM convention, March 17-22 at the Hotel Diplomat, Hollywood and Fl., a different record manufacturer will host a dinner party for the entire registration.

RCA Records will host Sunday evening (17) at a party featuring Harry Belafonte and his show; Motown will host the Monday evening (18) featuring the Temptations, Martha Reeves and the Vandellas and Little Miss Cleo, General, host of the Tuesday (19) dinner, will feature a concert with Bobbie Gentry, Glen Campbell and Buck Owens and Columbus Records will hold their event on the Wednesday night (20) dinner, featuring Johnny Mathis, Anita Bryant and the Electric Flag.

On Thursday evening (21) NARM will host by annual NARM awards banquet, with William B. Williams of WNEW, New York, master of ceremonies.

Entertaining at the banquet will be the Cornells (MGM), Lulu (poly) and Jack Jones (RCA). A special grand prize drawing will be held, for a trip for two people to any point in the United States in $5,000 ars, first-class air fare, de luxe hotels and all expenses for one week.

Eleven hundred industry members and guests will be in attendance at the banquet.

MYSTERY SHOPPER REPORT:

RIGHT NEEDLE’S THE TRICK TO GETTING BETTER SOUND

Billboard’s “Mystery Shopper Cash Award Contest” is devised to aid the consumer of monaural product in making the correct choice. Many correspondents across the country will explore what is being done on the retail level to convert the monaural customer, as the recent shipments to its stereo. Reports will be judged by Billboard’s editors as to the knowledge of the correspondents, a jury of record personnel to help the consumer. Winners will receive a $25 cash award and will be notified by direct mail.

Lee Lewin

Lowes Discount Records

Chicago, Ill.

Billboard’s mystery shopper bought a copy of Aretha Franklin’s “Lady Soul” at Lowes’ Michigan Avenue store and learned from Mrs. Lee Lewin that Lee’s had a monaural version of the album available.

When informed that the customer had an “older” monaural phonograph, Mrs. Lewin asked: “How old is it?” and the answer was “approximately six years.” She replied: “Well, get a stereo needle. You won’t hear stereo, but you will hear a good sound, and it won’t damage the record.”

The customer was told to bring in his old needle and have it replaced with a stereo needle. “Everybody is doing this now,” said Mrs. Lewin.

Mary Antonecha

E.J. Korette Store #15

Seattle, Wash.

“It you’re worried about your needle on your monaural record player, I’d advise you to get a stereo needle,” said Mrs. Antonecha. “They aren’t very expensive. But all monaural record players will last several years can play a stereo record without hurting it.”

Though the store was crowded, Mrs. Antonecha explained the details to the mystery shopper, confused by the lack of monaural records on the shelves and the monaural-stereo dilemma. “We still have a few monaural phonographs,” she said, “but within a few weeks will be the same as stereo. Eventually, there won’t be many monaural records left at all.”

She advised the customer to go ahead and buy stereo records since he would probably purchase a stereo player within while. Meanwhile, she said the monaural player “wouldn’t hurt the stereo records.”

Diane Glenn

Bill Buer Record Dept.

Winter Park, Fla.

Said Miss Glenn: “You have nothing to worry about in attempting to play your mono records on your old phonograph—if you use the right needle. We can sell you a needle right now which will play the mono sound from the two tracks.”

Behind the counter of the record store Bob Lalatine that if he bought his phonograph within the past year, it already has a stereo needle. Miss Glenn added that the record department would soon stock a special needle priced between $2.50 and $4. “You need a lightweight playing arm of course, but most of the newer phonographs already have them, with the right cartridge to handle the stereo effect. Why don’t you bring in your phonograph and let us test it for you?”
Robert Goulet: A personal triumph in "The Happy Time."

"The Happy Time" is a hit single for Robert Goulet.

Robert Goulet is again King of Broadway. Clive Barnes of the N.Y. Times calls him "superlative...surely one of the finest voices to be on our musical comedy stage for years."

And WCBS-TV said, "Robert Goulet is moving, real and strong, and has probably the best stage voice of the last 20 years."

Now we have Goulet's definitive version of the two songs the audience came out humming after the show's premiere. "The Happy Time" c/w "I Don't Remember You." (4-44466)

And here are two of his hit albums:

Robert Goulet

Hollywood Man Ahead

Great Love Songs From The Movies

Anniversary

My Love

My Man

The Kingston Song

The Second Time Around

Columbia Records

Any way you look at it, Robert Goulet's a hit on COLUMBIA RECORDS®
Block Bookers Blockbuster Meet

CHARLOTTE, N. C.—From a campuscaucus in 1963, the Block Booking Conference has emerged nationally into a "talented" exchange for over 400 agents, students and faculty members eager to book jointly the best acts at a savings.

This year's conference, held at the White House Inn, featured exhibits, seminars and a nightly talent showcase with names entertainment including Bobby Vinton, Tommy James and the Shondells, Mitch Ryder and the Platters. The keynote speaker for the sixth annual conference was Dick Clark.

During the day, agencies touted their lists of talent to students, advising them on the advantages of block booking. Participants also attended open panel discussions on concert promotion, contract negotiations, the coffee house circuit and the possibility of a national organization.

Dave Phillips, conference co-ordinator, invited films and art industry representatives as well as local, regional, and national agents and managers. This year's conference also included lecture bureaus and drama troups, broadening the scope of campus attractions.

Block booking brings top talent at lower individual costs to schools in proximity to one another that purchase the same act. This co-ordinating of talent saves the artists time and travel expenses, enabling them to offer their services at a savings.

Representatives


Rock, Classical Combining In Concerts for Teen-Agers

NEW YORK — The Ele- phant Memory will appear with the American Symphony Orchestra in the first two of 12 free teen- age concerts for high school students which will be con- ducted by the orchestra's as- sociate conductor, Joseph Eger, who conducted the group.

The Elephant's Memory will appear with the orchestra in "Brahms With a Beat," which will counterpoint the first move- ment of Brahms' Symphony No. 4 and "Secret Sauce Thoughts" a piece composed for the ensemble and de- veloped from that symphony's movements.

Members of the group also will perform in the second move- ments, their adaptation of "4" and excerpts from Mussorg- sky's "Pictures at an Exhibition." Lighting and dance effects also are slated. The concerts, sponsored by the American Symphony Orchestra Foundation, will be repeated at the same hours on Friday (1), Tuesday (3), 12, 15 and 19.

Chancellor Pitch on Radio

LOS ANGELES — Newly re-elected Bob Marucci will emphasize local promotions tied to radio stations, reports Bob Marucci, chancellor of the University of Southern California.

The emphasis on grass roots appearances for artists is a throwback to a pattern estab- lished by Marucci during Chancellor's last campaign from 1973-1976, wrote Daily Trojan.

Bob Marucci, who was away from record ownership for the past four years is striving for a role as 'boss' at label, but he feels strongly that his company has to return to the pat- tern of winning on record mar- kets of varying size.

The label, which has sold 30 distributors, 50 per cent of whom formerly handled the old rock 'n roll company.

Marucci wants to sign a dis- tinct album contract with a label to free him of these respon- sibilities. He has been driving downtown, and visiting the past several years and is only signing acts for the label to which he can assign.

He envisions a small roster initially. The following artists are among his first acquisitions: Ray Clayfin (whose "Girl With the Flower Smile" is the first disk released), Linda Carr and the Alpines, and the Hookers. The latter two acts are rhythm and blues-oriented.

Bob Finke, who handles East Coast acts out of Philadelphia, is steeped in j&b production. The alter- nate chief is John D'Andrea, whom Finke considers "the man." All three executives will work on the first disks and then spread out.

White Whale Seeks to Spout Anew With Drive for Artists

LOS ANGELES — White Whale Records, successful with the Turtles, is looking to ex- pand its status in the industry.

White Whale owners, Tod Feigen and Lee Lassell, expect to be a force in the music business this year. Nino Tempo and April Stevens have just joined the label, and Lassell would like to cut an album live with the singer to be performed at the Sands Hotel in Las Vegas. Just back from Europe, Feigen and Lassell devoted much of their time to international sales and promotional activity on the Turtles.

As part of the company's promotion on the group, it is distrib- uted a 16mm film show- casing the Turtles singing "Sound Asleep," a single to be released during an 18-city con- cert tour.

HAL RAY, of the William Morris Agency, talks to students.

For New Talent, OUTLET in U. S.

NEW YORK — Gamma Rec- ords of Montreal is establishing U. S. Distribution. The Amer- ican operations are being headed by Chas, then 18 W. 70th St., here. The first three albums for U. S. distribution under the new setup and in its first pressings will be produced through Chas Gaulthier. A third album features Quebec singer-composers. The disk contains performances by Pauline Julius, Gauthier, Jean-Paul Fit- ton, Raymond Levesque, Clement Dussault, Herve Brou- seau, Bruce Mackay, Louise Forestier, and Georges Dor.

Foreign English translations are included.

ARETHA SETS CONCERT MARK

DETROIT — Aretha Frank- lin's "homeworking" concert at Cobo Hall here set a record for the auditorium. The concert was sold out to an audience of 12,000.

Feb. 16 was named "Aretha Franklin Day" in Detroit, Jerome Cavanaugh, to mark the Atlantic record arti- st's first concert in Detroit in over a year. Following the con-cert, are Jay-Kay Distributors and Atlantic Records held a contest for the singer at the Pontchar- train Hotel attended by local disk jockeys, dealers and friends and family of Miss Franklin.

Jamies/Guydon to Issue Group in U.S.

PHILADELPHIA The Group, Australian vocal and instru- mental artists, will be re- leased in the U.S. through jamies/Guydon enterprises. Current record, "Womans You're Breaking Me," will be released soon. A promotional tour is planned for the Group, which records for CBS in Australia.

Scheff Brews Up Contest

NEW YORK — A talent search launched by the F. & M. Brewing Co. will select 10 new soloists or groups to record the Schaefer beer jingle for radio. The Schaefer Talent Hunt, planned for March, will give the winners a trip to several cities of air play in the Northeast.

Tom Villanile, who heads the Schaefer account at Bates, Barton, Durstine & Osborn adver- tising agency, expects the search to bring in hun- dred applicants of professional and non-professional standing. Applicants must be at least 21 years old, a rock group, or a demonstration tape or record.

Applications should be mailed to the Schaefer Talent Hunt, P. O. Box 1752, Grand Central Station, New York 17, N. Y., no later than Friday (1).

Kate Smith Disk With Boston Pops

NEW YORK — Kate Smith is eyeing 1968 as a "12th" anniversary for RCA as the first solo singer to appear with Arthur Fiedler's Boston Pops since the orchestra started recording in 1935. At the same time, Miss Smith has signed, included as an RCA March release.

Miss Smith's album with the Pops is "America's Favorite." A 30-page folder is included in RCA's March release.

Paula's New 'Judy' Album Cover, Title

SHREVEPORT, La. — Cap-italizing on John Fred & His Stainless Steel Machine's "Judy in Disguise (With Glasses)" Paula Records has re- signed its album cover and changed its title. Formerly titled "Green Eyed Girl," the current record, "Womans You're Breaking Me," will be released soon. A promotional tour is planned for the Group, which records for CBS in Australia.

MARCH 2, 1968, BILLBOARD